

8/15

kitchen & bath DESIGN NEWS[®]

The leading business, design and product resource for the kitchen & bath trade

Portfolio of Countertops | 38

COOL COUNTERS SPORT HOT DESIGNS

Showroom Appeal | 32

Creativity Sets
Showrooms Apart

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Features

ON THE COVER



38

38 | Portfolio of Countertops

Not Your Ordinary Countertop

Designers share countertop creations that make kitchen designs extraordinary.



32

32 | Showroom Appeal

Inspiration Spaces

While the kitchen and bath showroom is in a state of flux, many dealers are embracing their importance by going beyond the wall of product to create interactive, working venues that reach customers in a whole new way.



22

Departments

5 Editorial	24 Trend Spotting
6 Market Pulse	28 Industry Profile
8 Barometers	48 New Products
10 Consumer Buying Trends	49 Product & Literature Showcase
12 Industry Update	50 Classified Advertising
16 What's App	50 Advertiser Index
22 Project Case Study	

Columns

- 18 | **Design Technology**
by Eric Schimelpfenig, AKBD
- 20 | **Building the Job**
by Steve Nicholls



42

42 | Product Trend Report

Vanity Flair

Today's bath vanities showcase plenty of personalized flair, with clean lines, contrasting materials and textures and a mix of open and closed storage.



46

46 | Product Review

Fanciful Flooring

Wood and natural stone looks are taking center stage when it comes to the current crop of porcelain and ceramic floors on the market.



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Today's 24/7 Mentality Drives Demand for Apps

Imagine you're sitting in your office, finishing up some work, when you hear a soft ding. You glance at your smart phone to see that your oven is texting you; dinner is ready. You're still half an hour from home, so your oven graciously lets you know that it's switching over to warming mode, and assures you that your food will be ready when you are. It may even send you a picture of what the finished meal will look like to tempt you to get a move on.

Sound Jetson-esque? It might, but apps like this, which connect you to your oven even when you're away from home, are available *now*, not sometime in the future.

And it's not just your oven that can talk to you. Your shower likely has something to say, too. And don't be surprised if your refrigerator calls the repair service on its own if it starts feeling under the weather. With the latest apps, your smart phone just keeps getting smarter.

Professionally, that means you can show a client how six different countertop colors might look in their kitchen with the touch of a button, or custom design a faucet for them using nothing but your tablet and your imagination. You can give them appliances that communicate with them, and with each other, in ways that might seem like something out of a science-fiction movie. And, you can do everything from drawing designs to tracking your 745 passwords to monitoring your competition's social media – anywhere, and with an amazing degree of simplicity – thanks to some of these apps.

Yet many people still believe apps are primarily the purview of the

Millennials, a generation that has been alternatively criticized for being both too tech-y and too simplistic. Apps, some initially argued, were simply a high-tech alternative to face-to-face communication, brought to you by the generation that decided texting was better than talking.

But, contrary to popular belief, you don't need to be under 35 to benefit from the wealth of apps available today, a few of which are showcased in this month's What's App department (**see story, Page 16**).

And, just like with apps, the reality of today's Millennials is both simpler

“As a society, we increasingly expect 24/7 access to everything, from anywhere – and that means our online presence and services matter more than ever.”

and more complex than the stereotypes suggest. In his Design Technology column (**see Page 18**), Eric Schimelpfenig shares some insights into the Millennial mindset, particularly with regard to the importance of digital communication. He talks about how firms can learn from everything from online-only banks to simplistic online design companies, using technology to streamline client communications. This, he believes, will allow today's design firms to better appeal to the up-and-coming Millennials – a generation that often gravitates toward simplicity and ease in their business dealings, despite their passion for technology.

Internet competition and online services that relate to the design industry may not be a game changer for the kitchen and bath industry, where seeing and touching carry so much weight. But these have certainly added another dimension to the equation.

As a society, we increasingly expect 24/7 access to pretty much everything, from just about anywhere – and that means our online presence, and services, matter more than ever. Whether people are seeking information about your firm, a virtual tour of your showroom, a way to see what a specific product might look like in their

kitchen or the ability to ask questions in 'real time,' they expect to be able to find what they need from you, when they need it, and with minimal effort.

That means design professionals not only need to maintain a strong online presence, but they need to be able to access information they want and need, 24/7. And that's true whether they are 30 or 50 or 70.

Indeed, this was one of the driving reasons behind the launch of the new *Kitchen & Bath Design News* Web site, www.KitchenBathDesign.com. Whether you're looking for an extensive directory of products and product manufacturers, expert advice about marketing, research on consumer trends or simply design inspiration, the site is there to offer you up-to-the-minute help in staying abreast of today's fast-moving trends.

Because your oven may wait for you...but your clients won't.

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Price Still Trumps Efficiency When Selecting Products

Kitchen & Bath Design News recently asked dealers and designers in the kitchen and bath industry: "How important are water and energy savings to your clients? Do they bring this up when choosing appliances, faucets and fixtures? If not, do you bring it up and/or use it as a selling point for specific products?"

"Generally, the subject of water and energy savings are not brought up. I do not bring it up as my clients are mostly retired and want comfort as opposed to efficiency."

*Glenn Sullivan, President
G.R. Sullivan Construction Inc.
Bradenton, FL*

"With the exception of toilets, most clients are not specific about choosing energy-efficient appliances, faucets and fixtures. However, I do try to choose water- and energy saving fixtures because there are so many stylish ones to choose from."

*Marie Frenkel, Owner/Designer
DreamStyle Kitchens & Baths LLC
Chappaqua, NY*

"Most people are unaware of the options they have to conserve water and energy. First, I always direct them to Energy Star appliances. Second I tell them about the efficiency of induction over gas and finally, I guide them toward sustainable surfaces."

*Angela Phelan, President
Phelan & Company Inc.
Monroe Township, NJ*

"With the overwhelming move to energy and water efficiency in the products on the market today, many clients have actually stopped asking and just expect their products to be efficient. The topic is brought up in the selection process of many fixtures, and with the markings in the catalogs of most of the major brands, the client feels comfortable making a safe and educated selection."

*Jacob Smith, Designer
Starline Kitchen and Bath
Flushing, MI*

"In my design process, I offer suggestions regarding the [energy-efficient and water-efficient] options available and how they might impact the overall design. I then leave it up to the clients to decide what is more important to them as far as water and energy usage/savings. To some, the savings are paramount, and to others, the convenience and design are more important."

*Michael Eisen, Owner
Mirage Woodworks
Valencia, CA*

"Water-saving ideas are very important, to me as well as to the customer. I will bring it up as part of the design [process], regardless [of whether or not they specifically ask for this information]. Being proactive is a good selling help!"

*Thomas Taylor, Owner
A. Taylor Co.
Lexington, KY*

"At this point in time, it seems like most new appliances are rated for energy savings. Being in California, water conservation is more important than ever. As required by law, we must install efficient faucets, toilets and shower fixtures. I always make a point to mention my favorite brand for water transportation (Hansgrohe) that uses air infusion technology to conserve water while creating the water pressure that people are looking for. I explain how the air technology also reduces splashing; clients really love that!"

*Nicolette Patton, CKD
Designer/Manager
Arcata Cabinet & Design Co.
Arcata, CA*

"Some of our clients are socially conscious about their water and power usage, but most of my very wealthy clients do not consider the cost of the amenities they desire to be a design issue. I typically suggest products that perform properly, dependably and have strong aesthetic appeal. I generally do not consider cost as an issue. My clients do not want to be constantly bothered by appliances [or products] that do not perform correctly when they need them."

*Peter Fernand, President
F&G Enterprises
Corpus Christi, TX*

"Some clients are very tuned in to that and are willing to listen to any and all suggestions about energy-saving features. Other clients want no part of it and if it happens that something they choose does save energy, [they don't mind]. We make it a point to talk about energy-saving ideas and the staffs at the places we send them to view appliances, faucets, etc. also take the time to talk about it. Most appliances and plumbing fixtures today

have these features built into them. Going above and beyond that, there are very few clients who will go the next extra steps to do more than the norm in energy savings."

*James Recek, Principal/Owner
Recek Architects
Austin, TX*

"Water and energy savings are quite important to our clients when designing kitchens and bathrooms. We try to incorporate savings in these areas to add real lasting value. For example, I almost exclusively use LED lighting in these spaces. Energy-saving and efficient appliances are critical to them, and we always look at beefing up or bettering existing insulation when we open up walls for remodeling or additions. Water savings are more tricky – most [consumers] don't like the inconvenience of water-saving faucets and showerheads, but some manufacturers are addressing those complaints. Big, multi-person tubs are out, but "car wash" showers are still in demand!"

*Kathleen Donohue, Senior Designer
Neal Kelly Co.
Bend, OR*

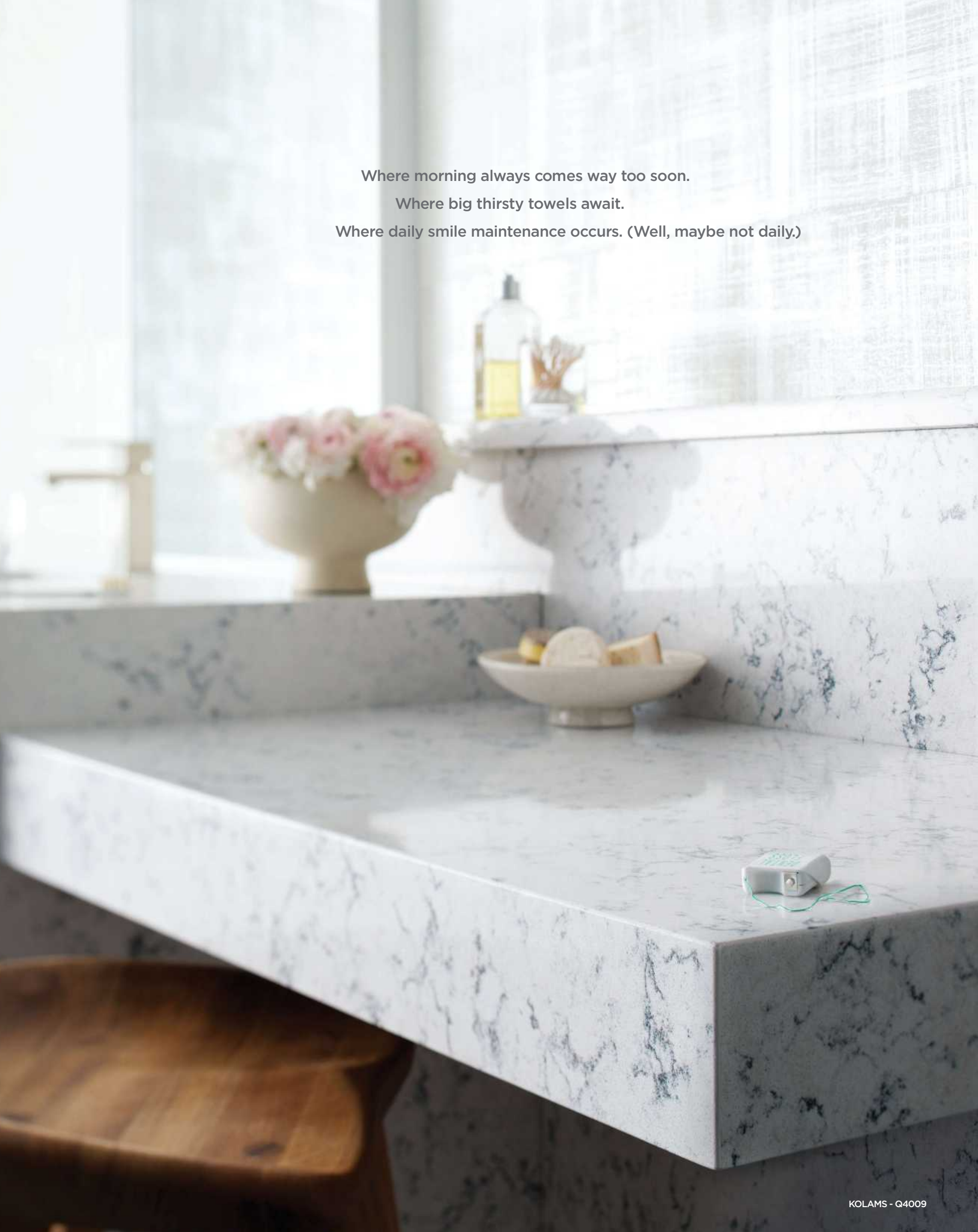
"Rarely do individuals make water- or energy-based decisions due primarily to the added cost. I believe that, in general, the budget for a typical client (in the U.S.) is focused upon getting the most for the least expenditure – and the visual wins out over the functional eight out of 10 times. As a society, we are [motivated primarily] by appearance – what is seen, felt or experienced, rather than long-term thinking. Until such time as one is forced to accept need over want, the designer can suggest water or energy savings, but the client ultimately makes the decision based upon available money/budget."

*Walter Stark, Designer
Sims Architectural Studio
Birmingham, AL*

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Market Posts Gains, But in Fits & Starts

The nation's housing and remodeling markets continue to post gains as 2015 moves into its second half, although the ongoing recovery remains fragile and uneven. Among the key statistics and forecasts released in recent weeks by government agencies, research firms and industry-related trade associations were the following:

HOUSING STARTS

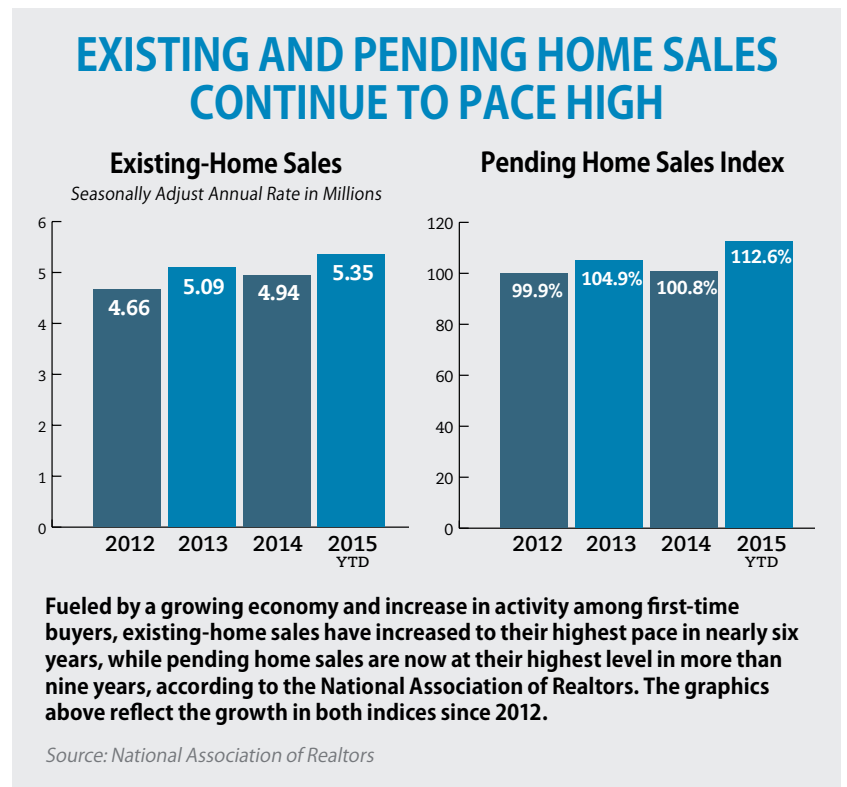
An uptick in housing permits demonstrates that “builders are optimistic that more consumers are returning to the market” despite a recent dip in production, the National Association of Home Builders said last month. Even with recent ups and downs in housing starts, “it should be a solid year for home building,” said Tom Woods, chairman of the Washington, DC-based NAHB. Although housing starts declined, according to the latest numbers, permit issuance rose to a rate of 1.275 million units, the highest level since August 2007, the NAHB noted. The housing start and permit figures for the second quarter “are shaping up to be stronger than the first,” said NAHB Chief Economist David Crowe, who added that the upward trajectory, coupled with positive sales, is in line with “growing builder confidence that indicates a continual recovery of the housing market.”

EXISTING-HOME SALES

Fueled partly by an increase in activity among first-time buyers, existing-home sales have increased to their highest pace in nearly six years, while pending home sales are now at their highest level in more than nine years, the National Association of Realtors reported last month (see **graphics, at right**). “The return of first-time buyers in May is an encouraging sign and is the result of multiple factors, including strong job gains among young adults, less expensive mortgage insurance and lenders offering low down-payment programs,” said Lawrence Yun, chief economist for the Washington, DC-based NAR. Yun warned, however, that overall supply still remains tight and price growth in many markets continues to teeter at or near double-digit appreciation – “an unhealthy pace.”

CABINET & VANITY SALES

Sales of kitchen cabinets and vanities continued their 2015 gains in May, rising over sales in the same month in 2014, the Kitchen Cabinet Manufacturers Association said last month. According to the Reston, VA-based KCMA, manufacturers participating in the association's monthly “Trend of Business” survey reported that May sales of cabinets and vanities increased 5.7% over May of 2014. Sales of stock cabinets fell 1.0%, semi-custom cabinet



sales gained 13.0% and custom cabinet sales rose 4.2%, the KCMA said. Year-to-date sales through May were up 6.4% compared to the same five-month period last year, the KCMA added.

APPLIANCE SHIPMENTS

Domestic shipments of major home appliances, led by a sharp increase in the cooking category, rose in June compared to shipments in June of last

year, according to the Association of Home Appliance Manufacturers. The Washington, DC-based AHAM reported last month that June 2015 appliance shipments totaled 7.56 million units, up 5.9% from the 7.13 million units shipped in June, 2014. Year-to-date shipments for the first six months of 2015 were up 5.8% over January-June shipments in 2014, AHAM said.

MARKET ANALYSIS

Homeownership Rate Dips in Face of Higher Rental Demand

Cambridge, MA — The fledgling U.S. housing recovery lost momentum last year as homeownership rates continued to fall, single-family construction remained near historic lows and existing-home sales cooled, concludes “The State of the Nation's Housing” report, released in June by the Joint Center for Housing Studies of Harvard University.

“Perhaps the most telling indicator of the state of the nation's housing is the drop in the homeownership rate to just 64.5% last year,” said Chris Herbert, managing director of the Cambridge, MA-based Joint Center.

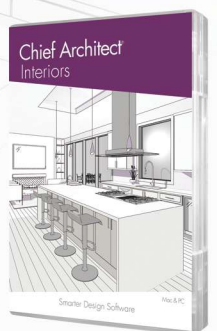
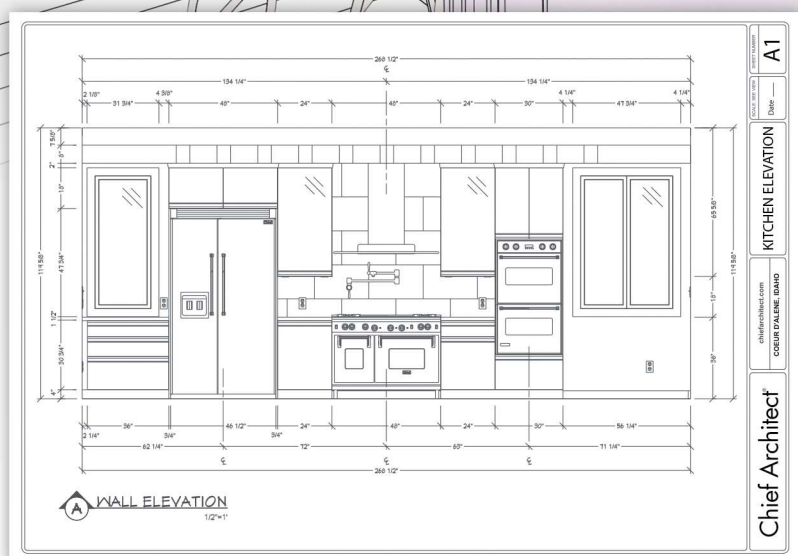
The homeownership decline, Herbert said, erases nearly all of the increase from the previous two decades. “In fact, the number of homeowners fell for the eighth straight year, and the trend does not appear to be abating,” he commented.

The flip side of falling homeownership rates has been exceptionally strong demand for rental housing, the Joint Center reported. And, while soaring demand is often attributed to the millennials' preference to rent, households aged 45–64 actually accounted for about twice the share of renter growth as households under the age of 35. Similarly, households in the top half of the income distribution, although generally more likely to own, contributed 43% of the growth in renters.

The Joint Center also noted that the national vacancy rate fell to its lowest point in nearly 20 years, adding that “if job growth continues to pick up, we could see even more demand, as young adults increasingly move out of their parents' homes.”

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Homes Getting Larger as Market Growth Continues

FIGURE 1

The Steady Growth in Home Size

Percent of Surveyed Architects Reporting an Increase in Square Footage

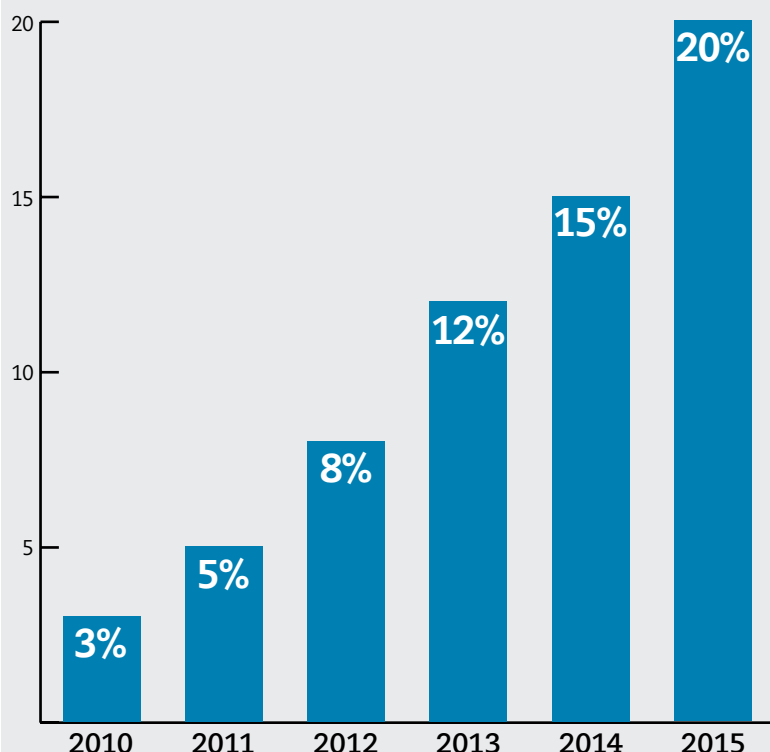
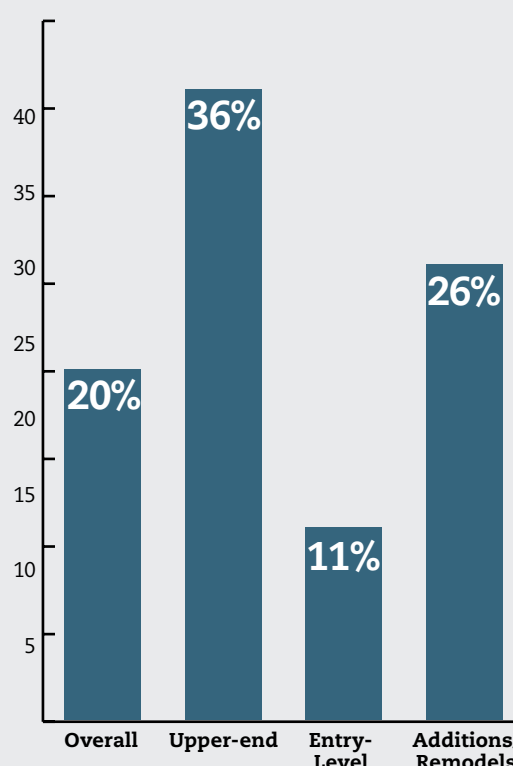


FIGURE 2

Increase in Home Size by Market Segment

Percent of Surveyed Architects Reporting an Increase in Square Footage



Homeowners, especially those on the upper end of the market, are increasingly seeking more square footage, while also looking for increased accessibility inside and outside of the home. The graphs above illustrate how the percentage of new homes designed by architects is gaining in size as the housing market continues its recovery, and how those gains vary by market segment.

Source: AIA Home Design Trends Survey, Q1 2015

Washington, DC — As the housing market continues its recovery, homeowners are increasingly seeking more square footage while simultaneously looking for increased accessibility inside and outside of the home.

Those are the key findings from the latest in a quarterly series of “Home Design Trends Surveys” conducted by the American Institute of Architects. The survey by the Washington, DC-based AIA – conducted among a panel of more than 500 architecture firms that concentrate their practice in the residential sector – covered the first quarter of 2015 and focused on overall home layout.

According to the AIA, the percent of surveyed architects reporting an increase in the square footage of the homes they design has risen steadily in


recent years, a reflection of the gradual housing recovery. Specifically, some 20% of surveyed architects in the first quarter of 2015 reported gains in home size, compared to 15% last year, 12% in 2013 and a scant 3% in 2010 (see Figure 1).

“An increase in home square footage with the rising popularity of accessible design concepts points to a population that is preparing to age-in-place and remain in their current residences for the long haul – or, perhaps, is anticipating responsibility for caretaking of older relatives in the future,” said AIA Chief Economist Kermit Baker.

Baker noted there are differences in market segment, however, as the increasing home sizes are being driven primarily by upper-end homes, according to the AIA survey. Specifically, 36% of surveyed ar-

chitects in the first quarter reported that the square footage of upper-end homes is increasing. That compares to 20% overall, 11% for entry-level dwellings and 26% for additions and remodels (see Figure 2).

Accessibility also remains a key concern when it comes to home design, with 70% of surveyed architects reporting increased activity for that characteristic, according to the AIA.

The AIA survey results mirror the findings of recent reports issued by the National Association of Home Builders. Those reports note that the average size of new homes has continued to rise for the past several years. The share of new homes with at least four bedrooms has also been on an upward trend, as has the percent of homes with at least three full bathrooms. 

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Surface Event Joins KBIS, IBS as Part of 2016 DCW

Las Vegas — The Kitchen & Bath Industry Show and International Builders' Show have announced the addition of The International Surface Event (TISE) as an official show partner for the 2016 version of Design & Construction Week (DCW).

TISE joins the International Window Coverings Expo (IWCE) as a partner in the major trade show event, scheduled for Jan. 19-22, 2016 in Las Vegas. DCW is the largest annual residential construction event in the nation, according to show organizers.

"As owners of KBIS, the National Kitchen & Bath Association is thrilled to have TISE back as an official show partner for Design & Construction Week," said NKBA CEO Bill Darcy. "As a founding partner in DCW, it's incredibly rewarding for us to see the continued growth of this must-attend event."

"By joining forces to forge the DCW partnership, NKBA and the National Association of Home Builders (NAHB) have demonstrated that there's enormous strength in collaboration," Darcy said. "Bringing so many industry representatives together in one location creates huge value for everyone involved."

"TISE is the leading floor covering, stone and tile industry event in the country, so they are a natural fit to take part in Design & Construction Week," added NAHB Chairman Tom Woods. The International Surface Event is made up of SURFACES, StonExpo/Marmomacc Americas and TileExpo.

In 2014, the NAHB and NKBA launched Design & Construction Week in Las Vegas, as IBS and KBIS co-located for the first time, along with IWCE. Building

upon that success, other organizations have been invited to join on as partners, with TISE becoming an official partner in 2015 and again in 2016.

Last January, more than 3,700 exhibitors and 125,000 attendees participated in the five shows that made up the second Design & Construction Week, according to show organizers. IBS and KBIS have agreed to co-locate the annual event through at least 2020.

In 2016, all of the shows except TISE will take place Jan. 19-21 at the Las Vegas Convention Center. The TISE exhibits will be open Jan. 20-22 at the Mandalay Bay Convention Center.

Registered attendees will have access to all shows held during DCW, event organizers added. Registration for the shows opens Sept. 1, 2015.

KBDN Seminar Series Resumes

Wilmette, IL — "Art + Science," the series of all-day seminars being presented by *Kitchen & Bath Design News* in key markets this year, will resume its 2015 run next month in Kansas City.

The seminar series, currently in its third and final year, is scheduled to end its two-month summer hiatus on Thursday, Sept. 23 at the Doubletree by Hilton, Kansas City-Overland Park. The 2015 program, which has already visited Miami, New Orleans, Indianapolis, Nashville and Cleveland, will also be presented on Oct. 29 in San Diego and Nov. 19 in Baltimore/Washington, DC, according to KBDN Publisher Emeritus Eliot Sefrin.

Corporate co-sponsors of the educational initiative include BEST, DuPont, Hafele America, Jenn-Air, Plain & Fancy, Rev-A-Shelf and Showplace Wood Products.

"Art + Science" — subtitled "How Contemporary Design & Cutting-Edge Technology Can Increase Profits & Resonate With Today's New Clients" — was rolled out in 2013. Aimed at kitchen and bath designers looking to refresh their creative talents and expand their technological skills, "Art + Science" is targeted at identifying "what's next" in design and technology so that design professionals can better address the needs of a younger, less-traditional client while increasing company profits in the New Digital Age.

"Art + Science" spotlights the growing trend toward contemporary kitchens and baths that require an entirely new way of managing the space and connecting the elements of the room. Also featured is a multi-media program that presents a vision of the industry's digital present and future, including ways design professionals can leverage cutting-edge technological tools from initial client contact through final contract.

Leading the programs is a pair of KBDN contributors: Ellen Cheever, CMKBD, ASID, CAPS, widely considered to be the nation's premier kitchen and bath design authority, and Eric Schimelpfenig, AKBD, a leading authority on cutting-edge technology impacting the kitchen and bath industry.

Information about attending or sponsoring any of the 2015 programs can be obtained by visiting KBDN's Web site, www.kitchenbathdesign.com, or calling Publisher Paul DeGrandis at (847) 920-9510.

Ferguson Adds 13 Companies to its Portfolio in Fiscal 2015

Newport News, VA — Ferguson, the wholesale distributor of plumbing and heating products, and owner of a diverse array of lighting and appliance showrooms, has added 13 new companies to its portfolio in fiscal year 2015.

The acquisitions spanned coast-to-coast and multiple business types including waterworks, HVAC and plumbing distributors, in addition to eCommerce companies and appliance and lighting showrooms, according to Ferguson CEO Frank Roach.

"Throughout Ferguson's 62-year history, acquisitions have played a major role in our growth," said Roach, who added, "We view acquisitions as more than bricks and mortar, it's about people. Ferguson has been fueled by a continual stream of talented associates and fresh ideas that help shape our business strategy and make us a better company."

K&BA Holds Meeting in Florida

Marietta, GA — The Kitchen & Bath Alliance recently held the first of several regional meetings slated for 2015, in Sunrise, FL. The meeting, which was held at Doug's Tubs, operated by Doug and Jayne Johnson, provided a forum that allowed attendees to exchange valuable information about the kitchen and bath industry. In attendance, in addition to the Johnsons, were Eddie Schukar and Kathy Tilley of FEI Group in Marietta, GA; Mike and Mya Guanche of Decorator's Plumbing in Miami, FL; Eddy Blasco of Miami Home Centers in Miami, FL; Dan and Cece Hitchcock of Miami Home Centers in Miami, FL; and Alex and Caroline Trelles of Aquadecor in N. Palm Beach, FL.



Attendees at the K&BA meeting included: Front row (l to r): Mike and Mayra Gaunche, Eddy Blasco, Cece Hitchcock, Caroline and Alex Trelles; Back row (l to r): Dan Hitchcock, Jayne Johnson, Eddie Schukar, Kathy Tilley, Doug Johnson.

The organization, which launched at the 2015 Kitchen & Bath Industry Show 2015, is an invitation-only alliance of decorative plumbing and hardware as well as kitchen and bath showrooms. K&BA, which is led by an industry veteran Schukar and FEI Group, offers programs and services to assist with various aspects of members' businesses.

K&BA is currently considering dealers/showrooms for membership in select markets. Visit www.kandballiance.com to learn more and inquire about membership.

Duravit Expands Bath Competition

New York, NY — For its third year, Duravit's annual Designer Dream Bath Competition will include category options for both built and unbuilt projects. The competition, which for the last two years has encouraged architects and designers to imagine their dream bath with a selection of new Duravit products, will now allow those who have used Duravit throughout 2014-15 to share their work, too.

Duravit USA President Tim Schroeder explains, "With this change, we look forward to broadening our audience for the competition. Growing the competition to two categories highlights the breadth of Duravit's product offering and its...possible applications."

In the dream bath category, participants are asked to use their personal bathrooms as a basis for their design and imagine their ideal bath space using Duravit's latest collections: Cape Cod, ME by Starck and L-Cube. Entrants then submit a sketch or rendering illustrating the potential transformation using the selected Duravit products. The winner in this category will be awarded the Duravit items used in his or her dream project up to a value of \$10,000, and professional photography after the project is complete.

For the built project category, participants may submit a project completed in the last year that features Duravit products. The architect or designer of the winning built proj-

ect will receive their choice of Duravit products up to a value of \$5,000 to use in the future.

For more information, visit www.duravit.us/competition. The 2015 De-

signer Dream Bath Competition closes for entries on September 25, 2015. The winner will be announced during Duravit Design Week, October 5-7, 2015 at Duravit's New York City showroom.



Reflect your personal style

MS Int'l Opens in MN

Minneapolis, MN — MS International Inc. has opened its newest distribution center in Minneapolis, MN. The 50,000-sq.-ft. facility will stock a full offering of MSI product lines, including slabs, flooring, wall tile/mosaics and hardscaping made from natural stone, quartz, porcelain and ceramic.

The facility features a tile design gallery that showcases the company's latest products, and digital kitchen, bathroom and stacked-stone visualizer tools for customer selections.



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Circle No. 6 on Product Card

TheSize Hosts Contest

Castellón, Spain — TheSize, manufacturers of Neolith sintered compact surfaces, has announced its second international competition for architects, interior designers, remodelers and students.

The competition is broken into three editions – Europe, America (North and South America) and Worldwide – and two competitions per edition: My Neolith Project for professionals and Neolith New Talents for students.

Professionals will need to have completed a residential or commercial remodeling project using Neolith surfacing in a creative way. Architects and designers will be evaluated based on originality, creativity, technical complexity, overall design and the environmental impact of the completed space.

The winner of the My Neolith Project America competition will win an all-inclusive trip for two to Living Interiors 2016 in Cologne, Germany. To submit, professionals can send remodeling project images to myneolith-project@thesize.es with “My Neolith Project America” in the subject line.

Students will be competing under the theme “The Neolith Restaurant of the Future,” designing an innovative restaurant and kitchen space with Neolith as the primary surface. The student winner will receive an all-inclusive trip for two to the 2016 Kitchen and Bath Industry Show in Las Vegas, NV. Conceptual projects can be sent to neolith_newtalents@thesize.es with “Neolith New Talents America” in the subject line.

Professionals and students may enter their projects for consideration now through December 1, 2015. The winner will be announced December 15, 2015.

To learn more about the Neolith Design Competition or TheSize’s products, visit TheSize at www.thesize.es.

CNC Hosts 25th Anniversary Cruise

Maspeth, NY — Owners and the management team from CNC Associates hosted over 100 customers and guests last month to celebrate the company’s 25th anniversary.

Attendees were treated to a sunset cruise up and down the Hudson River aboard a luxury yacht, circling the Statue of Liberty and passing the famed New York City skyline. At the conclusion of the cruise, which featured a gourmet buffet and live music, guests received a nautical clock as a memento.

CNC has been manufacturing cabinets and countertops since 1990 under the direction of owners Nathan Indig and Hershy Fischman, in both Maspeth, NY and South Plainfield, NJ. The company is dedicated to its large dealer network and this event was held in appreciation for 25 years of success.

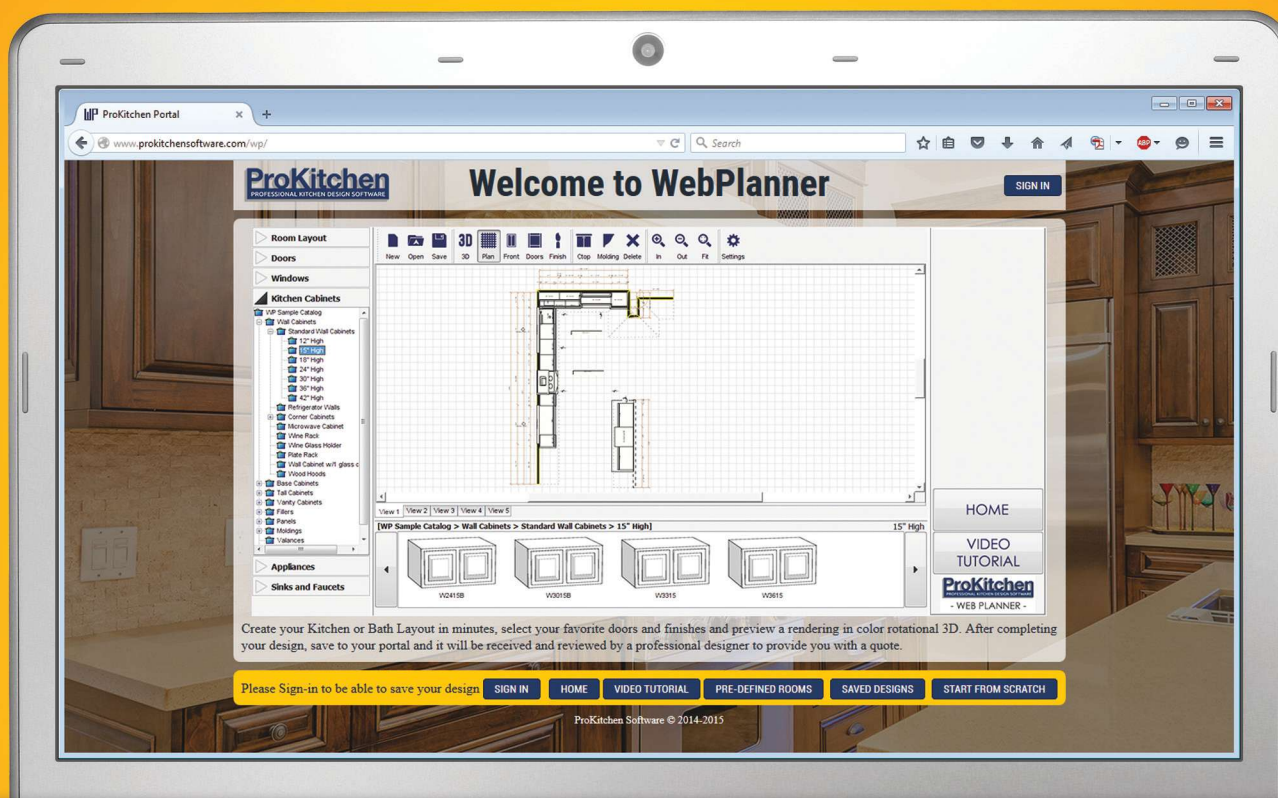
Ferguson to Distribute Jacuzzi Brands

Chino Hills, CA — Jacuzzi Luxury Bath has entered into a distribution agreement with plumbing distributor Ferguson Enterprises Inc.

Effective September 1, 2015, Jacuzzi Luxury Bath products will be exclusively available to the wholesale channel through Ferguson Enterprises. Furthermore, Jacuzzi brand wholesale products will be sold online through shop.ferguson.com and other online retailers. The Jacuzzi product offering is stocked at Ferguson Distribution Centers, allowing Ferguson to service customers nationwide.

“This new distribution relationship will ensure that consumers and tradespeople will receive the same outstanding experience in selecting and purchasing Jacuzzi products from coast to coast,” said Joseph Davis, president of Jacuzzi Luxury Bath.

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Wood-Mode Opens Chicago Design Center

Lancaster, PA — Luxury custom cabinetry manufacturer Wood-Mode has opened its first-ever Wood-Mode Lifestyle Design Center in Chicago's historic Merchandise Mart. The Lifestyle Design Center is located in LuxeHome on the first floor of the Merchandise Mart.

The location is available to all Wood-Mode dealers and welcomes homeowners, designers, architects, builders and trade professionals from the Chicago area and beyond. The center will be a showcase for the latest product releases and Wood-Mode lifestyle design themes, with styles ranging from traditional to transitional and contemporary for the kitchen, bath and beyond. Also fea-

tured will be an entry display featuring Oceanside and Embassy Row, two of Wood-Mode's recent design themes.

"Wood-Mode continues its long-standing tradition of supporting our

national network of independent dealers and showrooms by developing this space as a hub for cabinetry design in the Chicago market," said Brooks Gronlund, president and COO of

Wood-Mode Inc. "This space in LuxeHome serves to inspire and capture the attention of our customers, architects, interior designers, builders and trade professionals."

Cersaie Begins Next Month

Modena, Italy — Cersaie, the world's largest exhibition of ceramic tile and bathroom furnishings, will take place at the Bologna Exhibition Center in Bologna, Italy from Sept. 28-Oct. 2, 2015 for its 33rd year. Organized by Edi.Cer SpA, this year's show is expected to attract 900 exhibitors from more than 30 countries, and over 100,000 visitors.

The show will continue to host expanded categories of interior and exterior floor and wall covering materials including marble, natural stone, wood and laminate. Cersaie's conference and seminar series, "Building, Dwelling, Thinking," will feature industry speakers, with this year's keynote given by Pritzker Prize winning architect Glenn Murcutt, who is regarded as Australia's most famous architect.

The 2015 Tiling Town taking place in the center of the exhibition hall, will feature a greater engagement by Assoposa who will work with the "Master Tilers" to feature techniques in installation and laying of tiles including large formats, thin formats, interior applications and exterior applications.

For additional information about the event, visit www.cersaie.it.

Call for Entries!

Our 30th annual design contest is now open for entries. The competition specializes in furniture components, hardware and accessories. We seek your innovative ideas in those areas.

Entering is simple: Just go to mockett.com/contest and submit online.

Or see instructions for sending us an entry via mail or FedEx.

Deadline is Tuesday after Labor Day, September 8. So hurry!

First Place award(s) receive \$1000, an engraved achievement trophy, and a royalty.

First Place award(s) vary between 1 and 4; there is no limit.



2010 Winner
Rick Poliquin, Henderson, NV
— Purse Hook



2012 Winner
Andrew Elliott, Englewood, FL
— Cord Manager



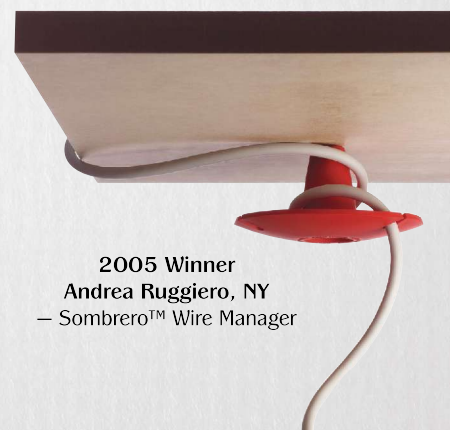
2009 Winner
John O'Connor, Griffith, IN
— Shelf Support



2009 Winner
Jeffrey Bolen, Marina del Rey, CA
— Table Leg



2008 Winner
Michael W. Davis, Rockford, MN
— Star Grommet



2005 Winner
Andrea Ruggiero, NY
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Circle No. 8 on Product Card

Once a high-tech novelty, apps have become a way of life for many design professionals who go nowhere without their smart phone or tablet. Whether tracking financial expenditures, making project notes on site, organizing info or staying in touch with clients, apps can lighten the work load and streamline and simplify everything from drawing and designing to ordering, pricing, tracking shipments and more.

The newest manufacturer apps also help designers and their clients with a variety of functions, including comparing and visualizing different color combinations, custom designing products, finding up-to-date product and design information and more.

This month, *KBDN* looks at several apps of interest to kitchen and bath dealers and designers.

Dacor iQ App

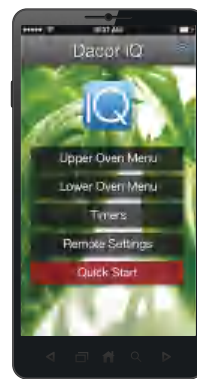


WHAT IT IS: The Dacor iQ Remote with Voice Activation, now available for the Discovery iQ Wall Oven and Range, empowers users by giving them the freedom to customize, create and communicate with their appliance. With the Discovery iQ Remote App, home chefs have access to the preloaded cooking application and guide as well as the freedom to download any application through the Google Play Store.

WHAT IT DOES: To ensure that the Discovery iQ wall oven or range is always operating at peak performance levels, Dacor utilizes Wi-Fi connectivity to provide users automatic system updates and self-diagnostics. The product also provides easy-access, remote operation and ongoing updates to gourmet recipes and video cooking demonstrations.

WHO IT'S FOR: Well suited for home chefs, the Dacor iQ Remote offers the ability to simply select a desired recipe from the display menu (or download one online), insert the dish and relax as the oven takes care of the rest. Upon completion of the dish, the Discovery iQ Wall Oven automatically switches to a warming mode and informs the chef via text message that the meal is ready.

WHY KITCHEN AND BATH DESIGNERS NEED IT: Recent industry research indicates that 58 percent of Ameri-



cans use their smart phones in the kitchen some or all of the time. To address the growing needs of the busy, multi-tasking home chef with a desire for a fully connected kitchen, Dacor now enables customers to

use smart phones or tablets to remotely control their Discovery iQ cooking appliances without even lifting a finger – literally.

"The Discovery iQ Wall Oven and Controller is an innovative breakthrough," states Steve Joseph, president of Dacor. "Mobile technology continues to advance rapidly. Kitchen designers and consumers want a customized cooking experience and that is exactly what the Discovery iQ Wall Oven provides."

AVAILABLE SINCE: Voice activation added to Dacor iQ APP on April 2, 2015

WHO MAKES IT: Dacor Inc., Los Angeles, CA

PLATFORM: Supported by both Android and iOS smart phones and tablets

WHERE TO FIND IT: Google Play and Apple App Store

FOR MORE INFO: Visit Dacor's Web site at www.dacor.com

California Faucets' Virtual Faucet Creator

WHAT IT IS: The Virtual Faucet Creator is a Web-based design tool that allows users to create thousands of custom bathroom faucet design combinations.

WHAT IT DOES: The online tool allows users to match any spout with any handle style in any of California Faucets' over 30 decorative finishes. Simply start with one of California Faucets' faucet designs, and modify from there, or start from scratch. Then, when finished creating a personalized faucet design, take that unique design to a California Faucets Select Dealer. Users can also email the design to a friend, or save it for future reference.

WHO IT'S FOR: The Virtual Faucet Creator is ideal for designers, architects and homeowners looking to create a distinctive bath

faucet design. While designers and architects use the tool to meet and exceed their clients' vision with individualized faucet designs, homeowners will love the freedom to create a design that reflects their taste. It's also a great tool for commercial building contractors looking to make their projects pop.

WHY KITCHEN AND BATH DESIGNERS NEED IT: The Virtual Faucet Creator provides designers and architects a uniquely flexible tool that will give them an advantage with their current clients, and help attract new ones. Meanwhile, homeowners will love impressing their friends and family with unique designs that make a true statement in the bath. The design and consumer communities will further appreciate that, by choosing to customize a faucet from California Faucets, they are starting with a quality product made by artisan hands, not mass-produced.

AVAILABLE SINCE: March 2008

WHO MAKES IT: California Faucets, Huntington Beach, CA

PLATFORM: Major web browsers including Firefox, Chrome and Internet Explorer. Also supported by iOS for the iPad and Android.

WHERE TO FIND IT: <http://www.calfaucets.com/virtual-faucet-creator>

FOR MORE INFO: Visit California Faucets Web site: www.californiafaucets.com



Laufen Bathrooms App



WHAT IT IS: The LAUFEN Bathrooms app is designed as a source of knowledge to provide designers with up-to-date news, product information and inspiration for upcoming projects and endeavors.

WHAT IT DOES: The LAUFEN app provides designers with up-to-date information on new products, projects and other news in the design world. This app gives users inspiration and planning support for a full bathroom concept all in one compact, fast and easy-to-use platform. The app menu also allows users to request pricing information on demand and request the latest design news and brochures via email.

WHO IT'S FOR: Designers looking for the most up-to-date news and trends in bathroom design.

WHY KITCHEN AND BATH DESIGNERS NEED IT: The LAUFEN bathrooms app is highly recommended for designers because it provides them with an instant and current source of knowledge about the latest products, trends and news in bathroom design.

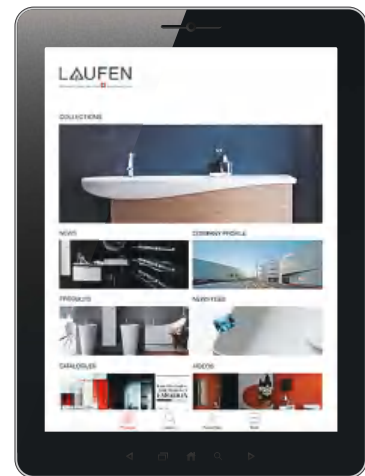
AVAILABLE SINCE: 2014

WHO MAKES IT: LAUFEN Bathrooms AG © Laufen Bathrooms AG

PLATFORM: Supported by iOS Available for iPad and iPhone

WHERE TO FIND IT: iTunes Store

FOR MORE INFO: Visit the LAUFEN Web site at www.us.laufen.com/





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Lisa Riley on Houzz
Riley Kitchen & Bath
Bristol, RI



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Online Design: Threat or Opportunity?

Online budget design services may not be real competition, but they can teach valuable lessons about the importance of digital communication and simplicity in process and pricing.

In this Internet age, it seems that there are just so many things going online these days. There's the obvious stuff like movie rentals and shopping.

But the not so obvious stuff is where it gets interesting. Uber and Lyft now run worldwide taxi services with an army of drivers and nothing more than an app. Amazon can deliver fresh produce in minutes or hours via its digital store. Square cash is a service that actually lets you text money. Simple Bank is a bank that exists only online.

While all of these aforementioned services are wildly different, they all have a similar approach: Take an existing business and move it online with a focus on simplicity for the end user.

With that in mind, think about our business. Kitchen and bath design is personal, complex, expensive and time consuming. It would be hard enough to imagine what an online taxi business service would look like before it existed. I bet that most people think that our business could never be crammed into an app or Web site.

But that very thing is happening right now.

DESIGN ONLINE

I recently spent some time looking around for online interior and kitchen design services and I came across many. Rather than list them here, I recommend you Google them and see what you find.

If I had an unlimited budget, I would have paid for them all to see how they did. In the absence of that, I was still able to glean a lot of information just by reading their Web sites. Each service had its differences, but what was similar amongst them all was that they offered a cheap alternative to traditional design.

Design services were broken up into "packages." Things like a "design in a box" for a small room were lumped into one fee. This fee often included consultation, an idea board and sometimes a layout.

All of these services claim that if you hand over a little money and can wield a smartphone camera and a tape measure, you can have professional level design services in just a matter of hours.

I think what these services are doing is great, but not for the reasons you expect. Put your pitchforks down for a few minutes and let me explain myself.

Web site where all of the information for their job lives.

These services also promise all-digital communication. They are clear and upfront about their pricing models. Above all, they also promise simplicity. Hand over some of your money and they hand you a design solution.

Now, if you've done the Googling homework I assigned earlier, you'll likely find that these services are insanely cheap. Everyone charges different amounts, but I doubt any designer can deliver a full-kitchen plan for a few hundred dollars without ever going to the space.

So should we be scared? Angry? No. In fact, I think we should all be excited. I think there are some great opportunities here.


First, I think we should all take a look at how we communicate digi-

style of the newer, younger client. If you can't communicate digitally like these companies and services do, your company may seem impenetrable by many clients. Like I mentioned earlier, I happily handed over lots of money to my digital car insurance company without ever talking to someone – and for some people, this is actually a preferred way to do certain types of business.

I think it's all time we take a look at how we price, too. These services seem to be very clear about what they charge for each type of room. Some of them quantify it by the square foot. I know we all can't do this because of the complexity of what we sell, but I think it's time we all take a hard look at how we price, and how we advertise what our prices are. Simple is often-times the name of the game.

Some of these services do quick consults for small amounts of money based on pictures that are emailed in. I know many of you would scoff at the idea, but why not consider trying it? If there is a market out there of people who will pay you for paint recommendations or your opinion on one cabinet door versus another, why not get paid for that? It could also be a nice stepping stone for a new client. Unlike these other services that only offer a few hours of opinions, you could do far more than that in the end.

So how do you compete against these services? I say you don't. From where I stand, the only real competition here is the ease of which these people and companies deliver their services digitally, and the simplistic message they put out. If we can all take cues from that and cater to this new market, we will never have to compare ourselves to any of these services.

Remember, you're selling good design, years of experience and excellent product. If you can make that the focus, you'll win. 

"Ask yourself how you can make your communication more digital and more fitting to the lifestyle of the newer, younger client."

The younger generation of clients wants things to be quick and easy. I consider myself part of that younger generation. I also consider myself an extrovert. That being said, I am always enticed by services that reduce or eliminate my need for human interaction. I use photo check deposit all the time because I don't want to go to the bank. I never have talked to my car insurance company because it's all digital. And, honestly, regardless of age, who really wants to carry on a conversation with the cable provider?

You can't remove all human interaction from design, but you can make it much easier. If you look at these services, many of them have easily accessible ways to deliver designs to clients online. Some of them even give each client a nice corner of their

tally. I am sure that most of us have email, but I think we can collectively do better.

Do you have file sharing to offer clients so they can easily review and sign drawings and documents while on the go? Perhaps creating a way to make a PDF portfolio that can be sent to clients is something to look into. Or, more broadly, can your client do everything he or she needs to do during the design on nothing more than a smartphone?

How do you communicate? Can you text a client? How about video chat? Ask yourself how you can make your communication more digital and more fitting to the life-

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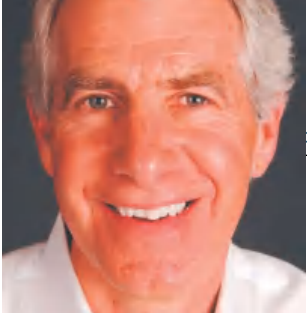


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A woman with blonde hair styled in a series of large, rounded buns down her back, wearing a long, black, sequined dress, leans over a modern kitchen counter. She is looking back over her shoulder towards the camera. On the counter is a sleek, modern kitchen faucet with a curved, articulated arm. The background features a dark blue wall with floating shelves holding various kitchen items like vases, bowls, and a bottle. The overall aesthetic is minimalist and sophisticated.

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Tips for Maintaining Control of the Punch List

Checking the work as the job gets done is the best way to avoid ending up with a lengthy punch list that can jeopardize your client's satisfaction with their final kitchen or bath project.

*"Well this could be the last time
This could be the last time
Maybe the last time
I don't know. Oh no. Oh no"*

An early song by Keith and Mick – this may remind us of the feeling we sometimes get when faced with finishing up a project. Is it the last list of to-do items we're going to see from our customer? Or is there more to come?

The 'punch list' – a grouping of tasks and problems that need to be addressed before final project sign-off – this is the way the industry copes with getting the work finally completed and signed off.

The end of the job can often be a very challenging time for clients – and for design professionals and builders, too. There have often been months – sometimes years – of preparation, planning, design, permitting and building to get to the end of the process, and the strong finish is what will stick in everyone's mind. With well-executed procedures, there are a few ways all parties can prevent the punch list from becoming a tiresome and unending problem for all parties.

EARLY ON

Start out with the end in mind – by addressing the punch list before you start the work – in the construction contract.

Who specifically will generate the final list of to-do items? Will it be the owner, the design professional or the builder? A combination of all three parties can be good, and if that's the way you all agree in the contract document, it's a firm baseline for everyone. You should specify a written list, too, not just relying on a verbal one.

It's good to agree that it will be one single list, rather than several – and you may want to agree that it be

written up as part of a 'walk-through' on the project, room by room. When that time comes, set a meeting and have the three parties do it together, if possible.

The construction contract should probably have the final payment schedule be tied to punch list completion, that way there's a financial incentive for the builder to actually finish the job. But don't make it more than 2% or so – it's very rare that the finish-up is worth anything more than that amount.

to have that list be blue-taped up on the wall in each room so the items can be checked off as they get completed. The subs get to see them as well, so they're part of the finishing-up process.

If you're the project designer and you see something that doesn't really work well, bring it up with the builder before you loop the client into the issue. Maybe the tile mosaic around the master bath shower isn't coming out as nicely as you'd hoped; take the builder on one side and see if there's a solution before it becomes part of a sub-standard finished product that everyone argues about.

The whole idea of collaborating is key to a project's success – and avoiding a lengthy punch list is the best way to avoid a messy ending. The relation-

protect the designer's credibility with the client, at least if that builder wants any more work from the designer! If the plumbing fixture doesn't fit at the shallow vanity top, don't go pointing the finger. Figure out a solution and move forward. Unexpected things are guaranteed to happen on all jobs, so you might as well just get used to it: Deal with the situation, resolve it and make sure that it's taken care of and doesn't become a thorny problem at the end of the project. The last thing the client wants to do is play referee between builder and designer.

ENDING CRISPLY

Some builders have separate crews to finish out projects – a new set of eyes on the work. The workers who've been on the job for three months have a very different view of the work compared to someone who arrives fresh on Monday. The people who've been there from the start might walk right by the loose piece of door casing at the bedroom door; they don't really see it, it's been that way for weeks. The new arrival will just fix it quickly and move on.

Some of these crews are people who do maintenance work, at least with the larger remodeling companies. These folks are used to fixing things and, for them, the punch list is no big deal – they're able to do touch-up painting, drywall repair, basic plumbing and electrical work. It might be time for a change of face and motivation on the job, and the work will probably get completed much faster.

Another key part of finishing well is making sure that the punch list is both generated and completed prior to move in. That punch list has a magical way of growing longer after the client takes possession with their kids, dogs and friends. This is when photographs of the job can really help – and it's easy to do with smart phones. Did those sink cabinet doors really

"With well-executed procedures, there are a few ways all parties can prevent the punch list becoming a tiresome and unending problem for all parties."

AS THE WORK GETS BUILT

The most effective punch lists are actually not the ones that come at the end of the job, but the lists that get made as the work proceeds, the ones that are ongoing. These lists consist of items that get done before the owner notices or has to bring them up as an issue. Maybe there's a sheetrock nail dimple visible through the drywall mud, for example: Bring it to the subcontractor's attention early on, preferably before painting happens. That way it'll never make it to the final punch list. Try to get the carpenter and foreman to be always taking care of outstanding problems rather than letting them pile up.

Most good builders will develop a room-by-room list of unfinished items: paint dings and scratches, sheetrock repairs, finish carpentry fixes, electrical trim-out, whatever it is. And toward the end of the work, it's good

ship between designer and builder, where you figure things out together, is where the rubber meets the road. After all, there are so many design details that don't actually get drawn up. How will the 6"-high painted baseboard in the dining area meet the 4" cherry wood cabinet kickface in the kitchen area? Is there enough clearance to get the custom shades into the jamb space of the new windows in the family room? The last thing you want is to see these overlooked details end up on a final punch list – especially details that don't actually work.

Collaborating well also means not taking the other parties and 'throwing them under the bus' if something looks like it's going wrong. And, perhaps, more importantly, the builder has to


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“Another key part of finishing well is making sure that the punch list is both generated and completed prior to move in. That punch list has a magical way of growing longer after the client takes possession with their kids, dogs and friends.”

have all those scratches on them when the job was turned over to the client?

An ongoing maintenance agreement can be a big help after you're done with a project: The builder comes in once a year (or more often if needed), and checks on various items – air filters on the heating system, gutters, plumbing fixtures, appliances and so on. That way, any items that may be getting beyond normal wear and tear can be addressed – and the builder can get paid for fixing subsequent damage.

However the punch list gets dealt with, it's often the ending of the work that sticks in people's mind – how those last few niggling items get finished up. Conducting a 'close-out' meeting with client, designer and builder all present a great chance to make sure everything's done to the customer's satisfaction. It also provides an opportunity to address any issues, to let the customer 'vent', and to take care of any final final final items – then move on to the next project! 

Steve has been in the building business for over 30 years. In 1982 he founded Mueller Nicholls, now a 50-person company based in Oakland, CA. In ad-

dition to performing remodeling and construction work, Steve's firm operates a large cabinet shop, building work for their own projects and for other

contractors. Married with two grown daughters, Steve enjoys cycling, skiing and being outdoors. He is a frequent speaker on building industry topics.



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Circle No. 11 on Product Card

By Kim Berndtson

Shades of Orange Make A Statement

There are several hints as to this homeowner's favorite color in the sprinkling of orange found in soft furnishings and accessories scattered throughout the kitchen and adjoining sitting area in this Leawood, KS, home. But once the bright orange Blue Star range comes into view, there is no longer any doubt that the carrot-colored hue is her shade of choice.

She could have taken a more subdued approach, and Katie Ott, AKBD/ designer/co-owner of Kitchen Studio: Kansas City, in Kansas City, MO, did show her a few more traditional models at the start of the remodeling project, which was completed with the assistance of Woodward Construc-

tion. "But when she saw this range, and that it was available in orange, she was sold!" says Ott. "It is so bright and fun...just like she is. She loves it!"

While the range makes a bold statement, its underlying purpose cannot be overlooked. "She loves to cook and bake," notes the designer, who created the space for this stay-at-home mom who likes to be in the kitchen with her family. "She cooks every meal – and during the holidays she will make hundreds of cookies – so she wanted a really nice range."

To support her baking passion, Ott incorporated an oversized island that also makes a focal-point presence with its massive 67.5"x110" footprint.

Because the homeowners are tall, the designer raised the entire island, building it onto a platform base that increases its height to about 38". The island – which is topped with Pure White Caesarstone on Crystal Cabinet Works' Sage cabinets – is plenty large enough to store baking supplies, including her stand mixer, which she has easy access to thanks to a pop-up stand. A large three-drawer base cabinet houses baking accessories, and a Franke prep sink allows for easy cleanup. On the other side of the island, Ott included a 36" U-Line beverage refrigerator and seating for two so the homeowner can decorate all those holiday cookies with her family.

On one end, she built a custom niche for a Sharp microwave, then added a pull-out trash bin with a special nook above it for paper towels. At the opposite end, the designer added a custom-built dining table that butts up directly to the island. "It's a freestanding table that fits right up against the cabinetry to provide additional counter space," says Ott. "I sized it slightly wider than the island...because I don't like things to line up! I also wanted to give it some bulk to better accommodate chairs."

Three salvaged brass and copper shipyard lights hover above the island. "She got them from a shipyard salvage company," says Ott, noting that she



FOCAL-POINT RANGE

Makes a bold statement in the homeowner's favorite color of orange

SALVAGED SHIPYARD LIGHTS

Copper finish adds a tint of orange to tie the space together

OVERSIZED ISLAND

Serves as a decorating station for holiday baking

Photos: Matt Kocourek Photography



JAZZED UP 'PATCHWORK' HUTCH

↑ Older homes in Katie Ott's region routinely feature hutches, which often wrap around a corner. Ott transformed this home's previous hutch – which featured a leaking faucet and upper cabinets with glass doors – with many elements repeated from the nearby kitchen, including stainless steel floating shelves, wall cabinets with stainless steel mesh doors, subway tile and Caesarstone countertop. She also pulled Reeded glass from the pantry doors into the countertop cabinet. An open shelf displays cookbooks, while a new sink and faucet area serves as a great place to grab a quick drink.



WHITE X 7

← The foundation for this kitchen is a base of various shades of white, seven tones in all, including the walls, trim, ceiling, cabinetry, countertops and two types of tile. 'She wanted a backdrop for everything,' says Ott. 'She has a lot of artwork that is whimsical and colorful and she wanted it to stand out, with everything else serving as the background, like an art museum.' A white foundation also gave Ott an opportunity to mix in color with the painted Sage and Raisin-stained cabinetry. 'They give the space more visual appeal.'

loves the look of mixing the copper lights with stainless hardware and appliances. "She had them shipped, polished, then rewired by a local lamp maker. Their copper finish adds a tint of orange so they tie in beautifully to the space. They're such a fun detail and they really steal the show!"

FUNCTIONAL PERIMETER

The kitchen's perimeter is finished with additional details that make the space functional, including a Sub-Zero refrigerator, Zephyr ventilation hood, stainless steel Kohler farmhouse sink and Asko dishwasher. A TV – per the husband's request – sits atop a cabinet that is faced with stainless steel mesh backed by glass to give it extra strength. Stainless steel floating shelves provide display space for some of the homeowner's orange dishes and whimsical accessories. A tall pantry cabinet – in Frosty White that matches the wall cabinets – houses baking pans and, when opened, reveals a dark-stained shelf with a counter, roll-out shelves and outlets for powering appliances such as the toaster. "Her small appliances are hidden for a very clean look," says Ott. "She can also be

more organized now, where everything has its own place. That was one thing that was important to her...to create a very functional space."

The homeowner also wanted to maintain a kitchen desk, so Ott upgraded the previous desk that served little function and faced a wall. "It was tiny and tucked away in the corner, so it wasn't very useful," she says. "We added a new desk underneath the window – where a former window seat existed, which we moved to another location – and added some filing cabinets and drawers. A simple stool can tuck under the countertop, which extends into recessed cubbies we included for cookbook storage. Now she has a beautiful view out the window. While many people have gone away from sitting at a desk, she uses hers every day and wanted to keep it."

The kitchen's perimeter also includes access to the new walk-in pantry that is tucked behind Reeded glass doors. Ott painted the walls orange and added a white countertop and dark-stained shelves.

The dark stain matches the 'patchwork' hutch – which features Lyptus wood base cabinets with a Raisin



IMPROVED FUNCTIONALITY

The homeowner wanted to maintain a kitchen desk, so Ott upgraded the previous model that served little function and faced into a wall. The new desk area features filing cabinets, drawers and recessed cubbies. A simple stool can tuck underneath the countertop. 'Now she has a beautiful view out the window,' she says. 'While many people have gone away from sitting at a desk, she uses hers every day and wanted to keep it.'

Ott also added a walk-in pantry that is tucked behind Reeded glass doors. It features orange – the homeowner's favorite color – a white countertop and dark-stained shelves.

stain. It is located just off the kitchen and next to the sitting room, wrapping around the corner and into the dining room. "A lot of homes in this area have hutches like these," says the designer, who adds that its previous existence featured glass-door upper cabinetry and a small sink with a leaking faucet.

Ott incorporated several special features into the hutch to jazz it up, repeating some elements from the nearby kitchen, including stainless steel floating shelves, wall cabinets with stainless steel mesh doors, subway tile and Caesarstone countertop. She also pulled the Reeded glass from the pantry doors into the countertop cabinet, which features a lift-up door to conceal the husband's papers and an outlet for charging his phone. An open shelf displays more cookbooks. A new sink and faucet area serves as a great place to grab a quick drink.


Finally, Ott sheathed the wall with two different Daltile tiles, 4"x12" subway tile and 1" penny tile in a matte finish. The subway tiles match the tile used on the sink wall in the kitchen.

"We had some challenges with the ceiling because I lengthened the kitchen," she explains, noting that she wanted to have enough space for a larger, more useful island that functioned better within the space and

shortened the distance between the sink and the island. "That meant we had some transition issues and height differences to work around. To guide the eye beyond that transition, I ran the tile up to the ceiling and around the window."

VISUAL APPEAL

The foundation for this kitchen is a base of various shades of white, seven tones in all, including the walls, trim, ceiling, cabinetry, countertops and two types of tile. "She wanted a backdrop for everything," says Ott. "She has a lot of artwork that is whimsical and colorful and she wanted it to stand out, with everything else serving as the background, like an art museum. The slightly different shades also add interest to the space, and keep it from looking washed out because you can play off the shadows."

A white foundation also gave Ott an opportunity to mix in color with the painted Sage and Raisin-stained cabinetry. "They give the space more visual appeal," she notes, adding that the homeowner loved the light green color because it offered a 'fresh' look with a hint of coastal appeal. "She wanted something light, and the colors keep it from being just another white kitchen." 

EVERYTHING IN ITS PLACE

Stainless steel floating shelves provide display space for orange dishes and whimsical accessories. A tall pantry cabinet houses baking pans and, when opened, reveals a dark-stained shelf with a counter, roll-out shelves and outlets for powering appliances such as the toaster. 'Her small appliances are hidden for a very clean look,' says Ott. 'She can also be more organized now, where everything has its own place. That was one thing that was important to her...to create a very functional space.'



By Jamie Gold, CKD, CAPS

Designing in a Drought

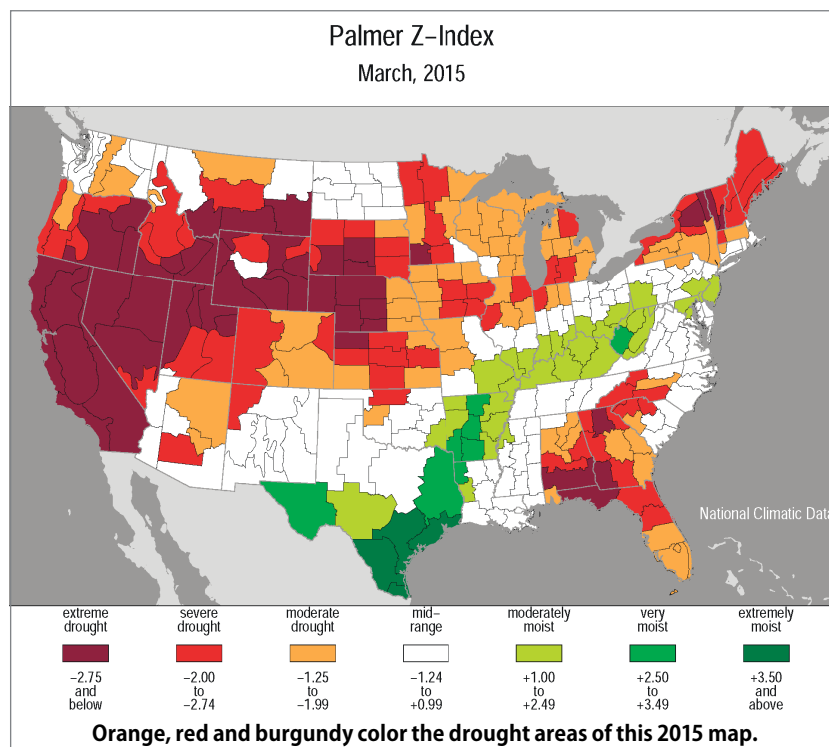
Do you live and work in a red state? This has nothing to do with politics and everything to do with whether your region is in the midst of a severe or extreme drought. Virtually all of California, the nation's most populous state, is in extreme drought status and is subject to the most restrictive water conservation measures in the country. If you practice in California or a similarly impacted area, this greatly impacts your work as a kitchen and bath professional.

According to the NOAA National Centers for Environmental Information map, most of the American West, Upper Midwest and Southeast are in drought conditions. And while an El Niño burst of rain showers may provide some temporary relief this year, the need for water conservation and its related building codes are likely to be with us for good.

STATES OF THE UNION

"States with the most stringent codes (those that exceed federal standards) are California, Texas, Georgia, and Colorado," shares Bill Christiansen, program manager of Alliance for Water Efficiency. "California recently passed the most stringent standards in the country, and they will take effect on January 1, 2016." The other states he cites all have codes that exceed national standards.

"The California drought has highlighted the challenges that water utilities face in ensuring adequate



supply," notes Jennifer Colaizzi, press officer for the U.S. Environmental Protection Agency. Maximizing the client's use of that supply has become a designer's responsibility. Fortunately, manufacturers are making the task easier and more stylish every year.

WATERSENSE SMARTS

"In drought-impacted areas, replacing older fixtures with WaterSense-labeled models provide a great opportunity for immediate [water] savings of 20 percent or more," the EPA officer

says. It was the EPA that developed WaterSense, a voluntary conservation program similar to its Energy Star program.

Currently, the following residential product categories are covered by WaterSense: toilets, bathroom sink faucets, urinals, showerheads, weather-based irrigation systems and even new-house construction. KB Homes showed off its new WaterSense-certified home as part of the Pacific Coast Builders Conference in San Diego last June. Designing a home to that standard (described on its Web site at epa.gov/watersense) can potentially increase the resale potential of your client's home, as scarcity becomes an increasing issue in future years.

"WaterSense requirements for private-use bathroom faucets include a maximum flow rate of 1.5 gallons per minute (GPM). This compares to the federal maximum of 2.2 GPM. Nearly all of the bathroom faucets sold in the U.S. today carry the WaterSense label," notes Robert Zimmerman, Kohler Co.'s senior channel manager for sustainability and an Alliance for Water Efficiency board member.

SHOWER POWER

But what if your client wants a high-performance shower? "There are many options of showerheads and



Photo: KB Home

WaterSense certified homes are standard in builder's new San Diego subdivision.

Above is a water efficiency snapshot.

Credit: Alliance for Water Efficiency

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body sprays that carry the WaterSense label,” Zimmerman shares. This points to the power of the program’s popularity; four years ago, there were barely any shower offerings available.

Digital showering systems are also proving helpful to conservation, Zimmerman notes: “Shower controls have become more advanced and can allow the user to program their showers in ways that provide a great experience while minimizing water consumption. Among the provisions of Cal Green (California’s strict code)

is a maximum flow of 2.0 GPM for a shower enclosure. While this does not preclude a multi-head shower system, it does limit the design options.” It will take some research and computations to keep your luxury shower clients in compliance and secure your building permits in a strict code state.

TOILET SMARTS

Traditionally, toilets were the largest water users in the home. This is shifting, Zimmerman observes: “New designs have come on the market, and toilets have become increasingly more water efficient and more powerful. Because of this combination of efficiency and performance, 1.28 gallon per flush (GPF) toilets have become common everywhere, not just in California.” That’s both the state’s and WaterSense’s requirement; the current federal standard is still 1.6 GPF. “Flushing performance is vastly improved, even in the most efficient toilets, so concerns about double flushing are mostly a thing of the past,” Zimmerman adds. “Toilets that use even less water are also available, but there are fewer choices.” That will likely change in the next three to five years.

OTHER FIXTURES AND GREYWATER RECYCLING

WaterSense is not currently covering bathtub or kitchen faucets. “Whirlpools and bathtubs provide a therapeutic option that many homeowners want,” Zimmerman notes, “but most people who own them don’t use them every day, so their impact on residential water use is quite small.” They also provide an opportunity for water recycling, through a greywater system.



Digital showering systems can help conserve water.

Photo: Kohler Co.

“It is very practical to incorporate greywater recycling into a remodel of the most-used bathroom in the house. Usually, the master bath is that room, getting at least two showers a day and an occasional bath,” notes Bob Hitchener with Nexus eWater, Inc., a grey water technology firm. “If you connected only the master bathroom, you could generate about 40 to 60 gallons per day,” he shares.

Greywater systems also tap into hand sinks and washing machines. In a remodel, it’s easiest to tie in a fixture or appliance if it’s not sitting on a concrete slab, Hitchener says. “The most practical remodel will be a ranch-style home built on a raised foundation.” You can more easily add it into a new-home construction project or addition, but second-floor masters are doable. Typically, greywater is then used for landscape irrigation.

“I see greywater usage becoming a much larger aspect of American homes in the near future,” predicts Ron Voglewede, Whirlpool Corp.’s global director of Sustainability and another Alliance for Water Efficiency board member. “Additionally, the use

New dishwashers use a third less water than older models.

Photo: KitchenAid



of rainwater collection will change how we design products in the home ecosystem. Rainwater and greywater systems will have different water chemistry and potential challenges and opportunities.”

Whirlpool is testing these ideas in a live-in research home called the ReNEWW house (renewhouse.com). ReNEWW stands for Retrofitted Netzero Energy, Water and Waste. Whirlpool is working with Kohler to make the home net zero water, capturing and reusing its entire consumption this summer. “We’re learning about the interactions between all of the uses and systems in the home to improve how all homes, both old and new, can work,” Voglewede shares.

APPLIANCE SMARTS

Appliances are another area where you can offer your clients water savings. Washing machines and dishwashers are the big players in this arena. “For appliances, there are federally mandated minimums set by the U.S. Department of Energy (DOE) and voluntary more efficient

standards set by the EPA with their Energy Star Program,” explains the Whirlpool executive. Many consumers (and even professionals) are not aware that EnergyStar covers water conservation, along with energy savings. “The Energy Star program water use requirements for dishwashers has changed on average every two to three years, and requirements for clothes washers have changed every three to four years. In addition, the DOE has raised the minimum energy standards for energy and water on average every five years,” he adds.

This means that encouraging your clients to replace an old appliance can bring them new water and energy savings, along with better performance. “Studies show the clothes washer uses the most water. Our high-efficiency clothes washers can use between 40 and 80 percent less water on the normal cycle than 11-year-old washers,” he notes. The new KitchenAid dishwasher, with its innovative Aquasense recycling system, uses 33 percent less water than earlier models by reusing final rinse water in the first wash of a next load.

LAST WORDS

These are by no means the only advances in the growing water conservation trend. They’re happening at most major brands, and are the major focus of some niche manufacturers, too. To find the products that make the most sense for your designs, partner with plumbing, appliance and building professionals who are also conservation-minded, and look at the strict new codes as opportunities to make your projects and planet better. [ENR](#)

Jamie Gold, CKD, CAPS is an independent designer in San Diego, the author of New Kitchen Ideas That Work and upcoming New Bathroom Idea Book (Taunton Press), and a blogger, design journalist, seminar developer and industry consultant.



Most bathroom sink faucets today are WaterSense certified.

Photo: Kohler Co.



Photo: Whirlpool

New washers can use 40 to 80 percent less water than models from 11 year ago.



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By Kim Berndtson

Design Firm Makes a Splash

The year was 2008. Most everyone who was in the kitchen and bath design industry at the time will likely remember what was happening and how the Great Recession affected their businesses. For Cathy Winslow and her husband, DeForest, it was an especially memorable time because, in January of that year, they opened their new kitchen and bath showroom, Splash Kitchens & Baths, in LaGrange, GA.

Both were involved in the industry previously. He was a residential contractor and she worked as an interior designer, helping his clients select the perfect finishes for their new spaces. Before meeting her husband, Cathy was also in the design industry, working in the retail apparel business as a color buyer, where she traveled in and out of New York City and served on various color boards. Ironically, this company's office building sits right next to the Splash showroom. "I've done a 360 and I'm back in the same parking lot!" she remarks.

Years before opening the showroom, the couple had discussed the idea because she often had to take clients to multiple showrooms to make finish selections. "That can be a daunting task, especially for people doing kitchen and bath spaces, because there are so many selections that have to be made," she says. "We had often toyed with the idea of bringing everything in house. When the market flat lined, it was the per-



Photos: Tom Harper Photography



fect time to make the transition. Our clients were forced to change direction, and so were we."

Rethinking their business also allowed the Winslows to retain employees. "We were able to keep our people through the recession," she says, noting that some tile setters have been with the firm for 27 years. "That's great for our business, because people know they are part of our team."

NOT LIKE EVERYONE ELSE

Splash – so named because water is a common element to both kitchens and baths, and "who doesn't like a

AT A GLANCE

SPLASH KITCHENS & BATHS LLC

Principals: Cathy and DeForest Winslow

Location: LaGrange, GA

Showroom: 3,200 square feet, including main showroom and design/selection studio; additional 2,500 square foot warehouse

Areas served: LaGrange, Columbus, Newnan, Atlanta

No. of Employees: 11 (including designers and field crew)

Business philosophy: "Treat clients and their property respectfully. Listen intently to their wishes and needs to design a space that meets the form and function they desire while executing the project on time and in budget."



Photo: Marc Marcellini

↑ Splash Kitchens & Baths specializes in all design styles, including traditional to contemporary...although most southerners prefer to call contemporary "traditional with an edge," says Cathy Winslow. "Due to the depth of our team, we can handle a broad scope of projects, including whole house remodels and additions."



➤ The beauty of this kitchen lies in its view of the lake as well as its lack of wall cabinets and abundance of windows, the latter of which also made finding a place to store dishes and glasses difficult. Base cabinets include roll-out drawers to maximize storage, while a walk-in pantry accommodates small countertop appliances, food and a second refrigerator. “The furniture pieces in the kitchen were selected and designed into the plan with dish storage in mind,” says Cathy Winslow. “The homeowners have grown children who are often home, and their extended family is very large. One Father’s Day gathering had 24 people, so the kitchen was the heart of activity! The house has a very restful feel but accommodates frequent casual entertaining with multiple work zones and plenty of space to lay out buffet-style meals.” This kitchen is also popular with Houzz visitors, who have added it to nearly 49,000 idea boards.

splash of something?” she says – has been unique from the start. “When we started this business, we decided not to look at other kitchen and bath dealers,” she explains, noting that the company’s unique arrangement now attracts other kitchen and bath dealers to visit their showroom for business ideas. “We didn’t want to be like everyone else.”

As such, to complement the kitchen and bath design business, they opened a retail store where they offer home furnishings, accessories, lamps, lighting, rugs, art, gifts and more...focusing on items that are not mass produced but rather artisan in nature, including things such as cutting boards, unique pottery, organic bath towels, soy candles and handmade soaps.

“It’s the perfect traffic driver to our showroom,” she says. “People come into the retail store and it’s very non-threatening for them. They may not initially identify themselves as project clients, but then many open up and tell us they are thinking about redoing a kitchen or bath. It’s the perfect opportunity for soft conversation, and it gives them a chance to understand our

design capabilities and sense of style, again, in a very non-threatening way.”

Having a retail store also gives Winslow the ability to offer special services to her clients that include completely accessorizing their projects. “This is a great option for someone who has been given a remodel as a gift,” she says. “They can walk into a completely accessorized space that is basically ‘picture ready.’ Our clients love it!”

Winslow also sets her design firm apart from others in the way projects are handled. “Typically, this industry is



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Designer Profile

comprised of commissioned designers who handle all aspects of a particular project. Instead, we operate with a team approach," she says, noting that all employees can be involved in every project at some point. "It's like layers... where one stops, another starts."

For example, Winslow serves as principal/interior designer for projects and is assisted by two others who help with project coordination, product selection and material ordering. A CKD/CBD lead designer is assisted by a designer who creates architectural drawings using AutoCAD and 20-20 Technologies.

DeForest and his team members oversee the implementation of the designs. "We don't put an entire project on any one person's shoulders," she stresses. "We each have our strengths and we bring them all together to give our clients a full, unique experience."

Clients seem to appreciate the approach, with the firm getting rave reviews with GuildQuality, of which Splash is a member. "Almost every



Photos: Stacy Baldwin



↑ Cathy and DeForest Winslow chose to name their design business **Splash Kitchens and Baths**, in part because water is a common element to both kitchens and baths...and "who doesn't like a splash of something," says Cathy Winslow.

← Designers at **Splash Kitchens & Baths** focus intently on listening to clients, determining each homeowner's specific wants and needs. "We listen, listen, listen," says Cathy Winslow. "When we listen to the details of what each client wants, no two projects look the same, making each project individual."

team member is spoken of or identified," she notes.

HISTORICAL SHOWROOM SPACE

Like the business itself, the Splash showroom has a unique past with a downtown LaGrange location in the historic Coca-Cola building. "When we

moved into the space, it hadn't been touched since the 1940s," she says. "It had the old brick and a concrete ceiling with domed skylights. We kept all of those features. It's very unique and it's a great setting for our displays."

The main showroom is located in the former drive-through garage where trucks were loaded with their

tasty, liquid treat. It features a fully functioning kitchen – which is used for events such as parties, unveilings of new vignettes and cookbook signings, including one for regionally renowned Sister Schubert that had people lined up out the front door. It also includes a working bath, which features a tub with air jets and

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chromatherapy lights, a shower with body sprays and handhelds and a faucet area. "This working bath upsells," she says. "Once clients see all of the amenities, they want them."

The displays and vignettes provide the inspiration for clients, who then move to a separate design/selection studio – which includes a private room for budget reviews – to finalize details of their project. This area includes plenty of space to spread out, and each designer has her own monitor and can make design changes in real time, which speeds up the process. "We recently finished this area," she says. "We have more than 100 drawers that are configured to hold every design sample from quartz to stone, cabinet doors to hardware, which we display in jewelry drawers. It's a great spot that works hand-in-hand with the main showroom."

Because samples are all housed within the studio, clients know exactly how their project will look when it's finished. "We do a rigorous up-front selection process so we don't have to call in the middle of a project to get clarification," Winslow says. "Everything is chosen and specified up front, then we lay it all out...basically building the space in front of them. Because our industry is very visual, clients can easily see what they like and don't like. By the end of the project, they have already seen it...there are no surprises. I think that's one reason why we are able to meet client expectations."

Utilizing Co-construct online scheduling software also keeps surprises at bay and clients in the loop. "Clients know exactly what is happening, [and] when [it's going to happen]," she says. "They can go to the calendar and see when cabinets are coming or when the plumber is scheduled. Projects are always on a tight schedule, and with this program, we're usually on time...and that makes for happy clients."

Winslow also makes a concerted effort to keep in contact with clients after projects are finished, which results in a very high percentage of repeat cus-

tomers. "We don't forget about clients once a project is done," she says, noting that the firm contacts clients after six months to inquire how everything

is going. A year after project completion, Winslow 'touches' the client again, usually with a note about information related to their project, such as

cleaning tips for quartz countertops... "something specific to their project," she says. "It's just a little way for us to let them know we're here for them." **KB**

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INSPIRATION SPACES

While the kitchen and bath showroom is in a state of flux, many dealers are embracing their importance by creating interactive, working venues that reach customers in a whole new way.

Customers are changing, and kitchen and bath dealers are continuing to change with them – their design approach, their marketing strategies, and their creative spaces. While many industry pros are forsaking the showroom for other means with which to reach customers, others are expanding and recreating those spaces – placing more dollars and effort into showroom design for maximum impact.

Today's showrooms provide an opportunity to reach the customer in a variety of ways. The days of simply walking through vignettes and rows of product are giving way to interactive experiences with large-screen televisions, iPads and talking kiosks. And, while hands-on interaction with products will likely never be replaced, showrooms that rely on that tactile experience alone will find themselves left behind by the visual feast these cutting-edge showrooms can provide.

On these pages, *Kitchen & Bath Design News* highlights four showrooms that offer fresh selections and approaches in reaching customers. Each has a unique style and philosophy, and each is experiencing success with its space.

DESIGN INSPIRATION

Its location in the Architects & Designers Building in New York City reflects exactly what St. Charles of New York is – a true design company. “As a design showroom, we try to show great design inspiration,” stresses Karen Williams, ASID, architectural designer and principal for St. Charles.

The award-winning firm works on local high-end projects as well as ones across the U.S. and around the world. Kitchens, baths, dens, libraries – nothing is out of the realm for St. Charles.



↑ This full working kitchen – used for events – is the main display in the St. Charles of New York showroom, and includes an oven, induction cooking, regular cooking, refrigerator and sink.

The actual showroom, which encompasses approximately 2,000 square feet of the 3,000-sq.-ft. space, features about 12 vignettes – some full kitchens, some partial displays. “We try to do an entire room, rather than a one-wall vignette,” states Williams.

The main display is a full working kitchen that is used for events and guest chefs. It includes an oven, induction cooking, regular cooking, refrigerator and sink. The other working display is a pantry that functions truly as a clean-up space. “It’s a more traditional-type mahogany pantry, with a big working sink, dishwasher, wine storage and coffee maker,” she offers.

“We try to show great design inspiration by displaying exotic countertops, like semi-precious stone, as well as exotic veneers and other items that are very difficult to find. It makes the showroom worth the trip,” states Williams. “We try to source out something that you wouldn’t see in a standard showroom.” While she acknowledges that clients may not use these exotic pieces, they certainly offer design inspiration.

“We’ve made such an investment to select these really unique things that I think, without a proper designer to enhance your visit to the showroom, it’s hard to understand what

these materials are and why they are as costly as they are,” she explains. “When people come and think they can just walk around by themselves, it’s not the same experience. We need to explain the products to them, that this piece comes from Brazil, or that piece is petrified wood from rivers in Southeast Asia. All of a sudden, it becomes much more exciting for them to walk around the showroom.”

Williams notes that all of the cabinetry in the showroom is custom. “We’ll take an ordinary cabinet and do very unusual things,” she notes. “It’s what makes us a design firm and not just a product supplier.”



↑ St. Charles of New York prides itself on its custom cabinetry designs, and this 8' LaCornue island displays some of the firm's capabilities in this area.

← This traditional-type mahogany pantry is a fully working display, with large sink, dishwasher, wine storage and coffee maker.

The La Cornue island is one of the firm's high-end specialty items. "It is pretty spectacular to have this great 8' La Cornue island with the cabinetry around it," she stresses.

Other specialty items include tigers eye and lava stone countertops, as well as an array of hardware

sourced out from Williams' trips to Europe. "It's about showing very unique, elegant and exotic surfaces," she comments. "These items are not what you can Google."

She also notes that, when they find something of interest, they ask if it can be made in a different length or fin-

ish. "We'll take a product that might be readily available and then customize it so that it meets the particular needs of the design," she says.

There are 15 professionals on the St. Charles staff, and the showroom is staff designed. "It is the St. Charles design model," Williams comments. "This is how we design. It's our philosophy."

Like most showrooms, St. Charles incorporates a large-screen television that showcases projects. However, instead of showing 50 projects, only about five projects are shown. "Particularly because we do business with architects and interior designers, it's like a rollover of our current projects. You don't have to wait for the next one to come around," she offers.

More unique to the showroom is its photography wall that is displayed when a client first walks in. "We have eight great shots of recent or exquisite projects, and everyone stops at those photos to get a good look at the designs," Williams notes. The still shots

are about 24"x30" and backlit for effect. "When they are backlit, they come to life," she adds.

The projects are diversified and show the range of what St. Charles can do. "People can stand there and show a designer or architect what they like and don't like about a project. Even when they don't love it, they can appreciate the detail that went into the project," she adds. "It's something that really, really works well for us."

ARCHITECTURAL MUSINGS

A touch of Denver made its way to Kansas City, MO recently with the opening of the new Roth Living showroom in the city's historic Skelly Building. The Denver-based Roth Distributing contracted fellow Colorado-based company Arch11, an architecture firm, to design the company's newest showroom.

The "next generation" appliance showroom is a departure for Roth, which is the official supplier of

Showroom Appeal

➡ The demonstration kitchen at Roth Living features a 21'-long island, where visitors can pull up a chair and interact with the company's on-staff chef during events.

⬇ Among the three main vignettes in the showroom are Urban Living and Home Chef, shown. Urban Living (left) features glass cabinetry with integrated appliances for a sleek, modern look, while the Home Chef kitchen (right) showcases appliances at the core of the design. Along the back wall is a selection of cooking options from Wolf.



Photos: Matt Kocourek



Sub-Zero, Wolf, Asko and Best brands in 14 states. The 5,750-sq.-ft. space is an architecturally-driven, consumer-centric shopping experience.

"In the past, we used different kitchen and bath designers to design each vignette, and while the vignettes were beautiful, the space itself was fractured," comments Denise Manu, v.p. of marketing for Roth Distributing. "We decided to go with an architectural firm this time because we wanted continuity between the spaces."

In addition, since the building is from the 1930s, "it was a very challenging space to work in. We believed an architectural firm could handle the challenges of the space," she adds.

Arch11 reconfigured the all-concrete showroom space into a loft-like environment. "Instead of taking the approach of multiple vignettes, we thought about how clients customize their spaces," offers Manu. "We asked ourselves questions about how the customer wants to shop, and went from there."

Three vignettes – Active Family, Home Chef and Urban Living – were developed, based on three of the most popular types of customers the showroom sees. All feature elements that will appeal to specific consumers.

Urban Living is a smaller, more high-end display that reflects apartment or similar living. Home Chef, with its more transitional design, offers a range of products that will appeal to a cooking aficionado. The third, Active Family, includes a large island to accommodate today's modern family on the go.

In addition to the kitchen displays, Arch11 also designed a wine bar that

incorporates multiple wine units. "It's where the bartender sets up when they have events," reports Clarie Jordan, senior associate for Arch11 and project manager for the showroom. E.J. Meade, principal and owner of Arch11, and Jeremy Ehly of Arch11 were also part of the project team.

In addition, a working coffee bar located at the front of the showroom includes a new coffee system. Appliances are also displayed along one wall of the showroom.

At the back of the showroom is an interactive gourmet demonstration kitchen that features a 21'-long, solid surface island that can seat up to 20 people. The area can expand and contract with a retractable glass panel wall that provides clear views into the space.

"They wanted to incorporate something new compared to what they had been doing in the past, so the culinary center is more user-friendly, with island seating," offers Jordan. The area includes about 20 different working appliances, and Roth uses this space to demonstrate the appliances to clients.

"With our previous approach, people were a little too far away, so there

was a disconnect with what was going on," offers Muse. The distance made them more reluctant to ask questions, she continues. "With the island, it is a more intimate experience, and more relaxed and comfortable. People are more engaged, and more likely to interact [with our on-staff chef] during a demonstration," she adds.

Arch11 also helped Roth develop a digital strategy called Muse Studio, "which allows consumers to come in and look at every variation of an appliance on an iPad or mobile phone," explains Manu.

The Web-based program was customized to interface with designers and then into the space. Upon entering the showroom, customers can start creating their project at the Muse Studio table – which features laptops and iPads – and then visualize their ideas on a 16'x9' video wall.

"You can pull up the appliances, as well as such items as cabinets and Caesarstone countertops," says Jordan. "And, you can actually line up all of the

appliances that you showed an interest in on the screen in a row, and they will be life-sized. You can pick and choose which products you like and create your own kitchen in the space."

The last stop is the culinary kitchen, where the customer can see the products being used. "It's really a progression of finding out what you really want to build [into] your dream kitchen," Jordan remarks.

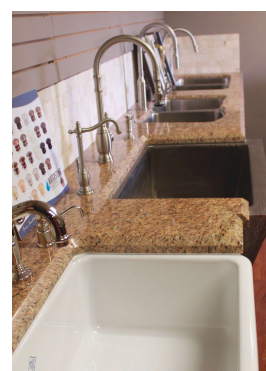
FIXATING ON FIXTURES

The top names in luxury plumbing are the focus of the ESO Decorative Plumbing showroom in Pompano Beach, FL. Established in 1994 as the European Sink Outlet, the firm's new 5,000-sq.-ft. showroom boasts hard-to-find upscale products from companies such as Gessi, Zucchetti, Julien Home Refinements, Blu Bath Works, KWC and Littman Bros. Lighting.

The family-owned and operated luxury kitchen and bath showroom supplies Broward and Palm Beach designers, luxury home builders and



Photos: Myriam Rofrano, STB PR



⬆ The ESO Decorative Plumbing showroom includes products from over 100 different high-design plumbing manufacturers to appeal to a high-end clientele.

⬅ Over 30 vignettes showcase a range of kitchen and bath fixtures and fittings, including showers, tubs, vanities, mirrors, faucets and lighting (far left). Left, kitchen sinks are mounted in a fashion that is similar to the end user's application.



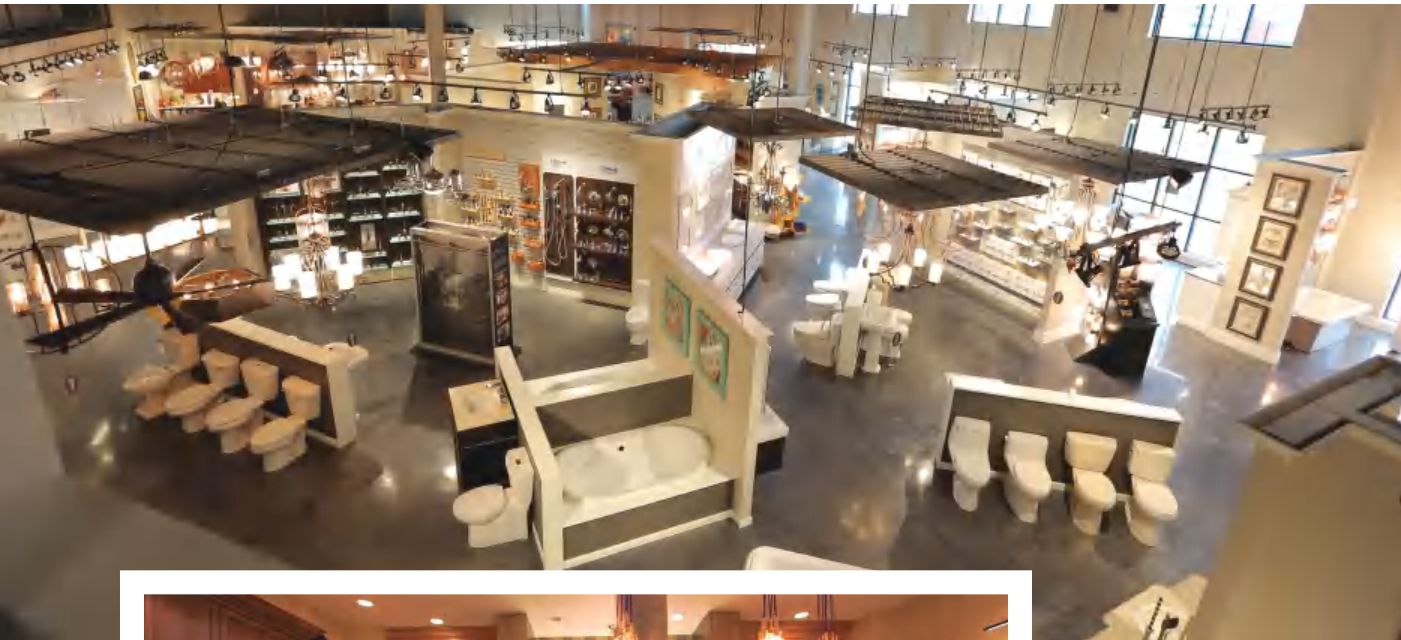
Warm and welcoming, the kitchen is the thread that binds the home. However, not all cabinetry is cut from the same cloth, and choosing the right kitchen is an important consideration.

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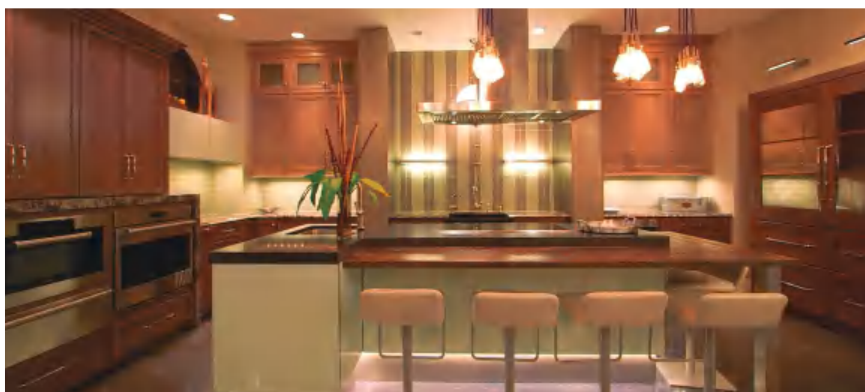
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Photos: Courtesy of Creative Kitchen & Bath



↑ **Creative Kitchen & Bath, a full-service provider of custom kitchen and bath design, showcases a wide selection of products from leading brands in its 10,000-sq.-ft. showroom.**

➔ **Fifteen vignettes of kitchens, baths, appliances and lighting are featured in the newly renovated space, along with a working kitchen and working shower wall with 25 showerheads.**

remodelers, consumers and architects with high-end plumbing products for the kitchen and bath. The carefully selected manufacturers in the showroom represent a wide range of styles from contemporary to traditional.

In addition to the brands mentioned, ESO Decorative Plumbing also showcases faucets, tubs, shower systems, sinks, vanities, toilets and accessories for the bath from Robern, THG Paris, Sherle Wagner, Hansgrohe, Jacuzzi, Dornbracht, MTI Baths, Graff, Wetstyle, Rohl, Victoria & Albert, TOTO, Icera and Neo Metro. Kitchen products, including faucets, sinks, water filtration systems and accessories, are available from companies such as Franke, Blanco, Elkay, Environmental Water Systems and Waterstone.

In addition, lighting fixtures, lighted and TV mirrors and cabinet hardware are also on display.

"We sell from over 100 different high-design, high-quality manufacturers," Adams reports. The showroom is also the only one in the Southeast that features Julien Home Refinements' new high-tech, rotating kitchen sink display prototype.

"At ESO Decorative Plumbing, we believe that one of the best ways to show product is to display them in an actual bathroom environment, or a vignette," comments Jason Adams,

general manager for ESO. To that end, the large showroom features over 30 vignettes, as well as a newly completed working shower that displays more than 30 showerheads, hand showers and body sprays. "This working shower shows a multitude of different design options and is made up of the products that we have learned are the highest performing, as well as the most innovative, available on the market today. The shower area showcases everything from a 30" flush-mounted square rain head to shower systems that include chromatherapy and sound systems with speakers, to more basic showerheads that can only be done justice by showing them working," Adams notes.

In addition, a working steam unit provides the company's design consultants a chance to educate clients about residential steam showers, as well as shower seats, niches and linear drains, all available for purchase at ESO.

"We have a beautiful selection of products on display – from clean and contemporary to stunning transitional to classic traditional, timeless elegance. You'll find an exquisite collection of products, hand selected from around the world, all certified and approved for U.S. installation," Adams states.

Designed by Adams and owner Bruce Albe, the showroom was or-

ganized to "create the best possible spaces for our prospective clients to view products," comments Adams. Products are displayed to help customers visualize them in their own spaces, rather than grouped hanging from a wall.

"Not only will you see the vignettes built out beautifully that include many of our bathroom products, but you'll also see a wide range of kitchen sinks mounted in a fashion that is similar to the end user's application – whether it be undermount or farmhouse or even a more standard drop-in sink," he continues. This concept applies throughout the showroom, which highlights high-end products along with more moderately priced items.

"While the showroom has an extensive selection, we have millions of products available to us that we can bring to the attention of customers as well," reports Adams.

COMFORTABLE SHOWCASE

There is no scrimping on space for the fully remodeled, state-of-the-art showroom from Creative Kitchen & Bath. Housed in the 27-year-old company's original location, the Lexington, KY-based showroom boasts 10,000 square feet filled with a wide selection of the most well-known names in the kitchen and bath product market.

The employee-owned firm, which is a cabinet installer and full-service provider of custom kitchen and bath design, has a second location in Louisville, KY. It is a subsidiary of 76-year-old Masters' Supply, Inc.


"The new showroom is very functional and spacious," reports David Wachtel, CEO of Creative Kitchen & Bath, "with 15 vignettes of kitchens, baths, appliances and lighting displays." The newly renovated space also contains one working kitchen, as well as a working shower wall with 25 heads. The working kitchen features cabinetry from Mouser Cabinetry, as well as a selection of high-end appliances that clients are invited to come in and take for a test run.

Designed entirely by the staff of Creative Kitchen & Bath, the vision behind the showroom's design was to "allow clients to feel comfortable – not pressured – and to experience the latest and the best selection of products for the entire home," remarks Wachtel. "We encourage customers to interact in the entire showroom to visualize how designs/products will look in their own homes."

"This new showroom features the latest designs in kitchen, bath and lighting needs for the home. It includes furniture, mirrors and all of the accessories the home will need," notes Wachtel. "It has every room in mind – from the kitchen, bath, laundry, pantry, family room, den and outdoor patios."

Consisting of two floors that showcase a range of kitchen and bath products, the showroom includes a wide range of products from industry leaders such as Brizo, Grohe, Elkay, TOTO and Mansfield Plumbing Products. In addition to Mouser Cabinetry, kitchen cabinet lines carried include Kitchen Craft, Dura Supreme, Wellborn Cabinet, Custom Cupboards, Dutch Made and Habersham. Bath vanity lines include Sagehill Designs, Fairmont Designs, WoodPro and Ronbow. Caesarstone, Cambria, LG, DuPont, Formica, Wilsonart and LivingStone supply some of the countertops. Lighting lines include Visual Comfort, Quorum, Tech Lighting and Justice Design Group.

In addition to the vignettes throughout the space, large-screen televisions showcase the company's portfolio of work. "We offer a full service of design and installation," Wachtel reports.

The bottom line for Creative Kitchen & Bath is, "we want clients to feel comfortable and know that we take a personal interest in their particular project," Wachtel concludes. 

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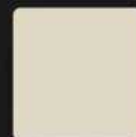
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Concrete




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Not Your Ordinary COUNTERTOP

Designers share countertop creations that make kitchens extraordinary.

They can be show-stopping or supportive, historical or modern, and everything in between. When it comes to countertop materials and design, it seems nothing is off limits these days, as shown by several designers *KBDN* visited with this month who have used everything from artisan and crystallized glass to reclaimed barn wood and graphic granite to copper with a living finish. The assortment of countertop materials they've used in the designs they shared proves that countertops are anything but ordinary.

DESIGNER: Jason Landau, owner/designer, Amazing Spaces, Briarcliff Manor, NY

MATERIALS USED: polished Stone Wood granite (island); Espresso Caesarstone (perimeter)

DESIRED LOOK: This client wanted a kitchen that leaned toward the modern side of transitional. “She also has slightly funky taste and she likes to have something different than everyone else. When she saw this granite slab, it really struck a chord with her.”

ACHIEVING THE LOOK: Resembling petrified wood, Stone Wood granite features dramatic variations of yellows, golds, creams and browns and is anything but ordinary. “Granite can be interesting, but you have to look for it. The good stuff comes and goes. I try to keep unique slabs in mind for projects, and I like to suggest the unusual. It’s always fun when I find the appropriate person.”

Landau wanted to create a strong focal point in the kitchen when viewed from the adjacent family room, so he complemented the island top with a backsplash cut from the same granite. “We both liked the idea of a striking graphic image, then sprinkling it around elsewhere in the design.”

The designer balanced the visually ‘strong’ granite with Espresso Caesarstone quartz for the perimeter countertops. “Generally, my rule of thumb is that, when mixing countertop surfaces, you only have one that is a pattern. You don’t want too many patterns competing with something that is very graphic such as the Stone Wood.”

MOST CREATIVE ASPECT: Two ideas transform this kitchen, he notes. One is the graphic nature of the granite. The second is that Landau color-matched a few cabinet pieces with the appliances, and this harmonizes with the quartz as well as some veining in the granite and adds depth and interest. “It’s no longer just another white kitchen. This space would look a whole lot different with a more ‘average’ granite.”

COUNTERTOPS’ ROLE IN A KITCHEN: “Countertops can do a number of different things. They can take center stage, like in this kitchen. Or, they can play a supporting role to the cabinetry or other design elements...to be a nice balance or blend to the overall recipe of the kitchen...a little bit of cabinetry, a little bit of countertop, a little bit of flooring and backsplash.”

TRENDING COUNTERTOP MATERIALS: Quartzite is coming on strongly, which has a density close to granite, but has a more marble-like appearance, Landau notes. “A lot of people love the idea of marble, but they’re afraid to use it because it’s more porous, less dense and, therefore, more prone to damage, especially to staining.”

Porcelain slabs are also gaining popularity, especially those that resemble granite.

Landau also likes to use NeoLith countertops for clients who prefer the industrial look, while concrete offers a lot of flexibility to control the aesthetic since it can be custom colored or imprinted.

MOST UNUSUAL COUNTERTOP MATERIAL USED: Although it isn’t necessarily unusual, Landau doesn’t do a lot of glass countertops. “We tend to do more in the way of woods, metals and interesting marbles and granite.”



DESIGNER: Angela Otten, WmOhs Showrooms, Denver, CO

MATERIALS USED: Organic White Caesarstone (perimeter/islands); slumped artisan glass (curved island)

DESIRED LOOK: The wife wanted something monochromatic while the husband wanted something with color. Their solution ended up being this mix of neutral Organic White Caesarstone quartz with light blue slumped artisan glass contrasted against dark walnut cabinetry. This combination also meets the homeowners’ desire to move the previously very traditional space toward something with a much cleaner look – “contemporary but warm and livable. They wanted it to be a fun place to live and entertain in.”

ACHIEVING THE LOOK: Because Otten wanted a thick top, the glass needed to be finished with a special technique that allowed for its 1.5” depth. Additionally, because of its extended length, the top needed to be two pieces of glass. To provide character and help conceal scratches, the bottom of the glass is textured, except where the stainless steel standoffs are attached. “Between templating the curve and positioning the standoffs, there was a lot of measuring.”

To provide for comfortable seating, Otten also cantilevered the glass top, cutting a hole through the quartz and into the cabinet to accommodate the angled standoffs.

MOST CREATIVE ASPECT: Otten used a combination of several countertop materials in tandem. The quartz serves as the canvas and offers a neutral base from which to build the design. “We needed something neutral because

there were so many other things going on in the kitchen, material wise.”

The light blue raised glass countertop serves as the highlight and adds interest as well as a hint of color, while keeping the space visually ‘light.’ “The island is very large, so the glass – being transparent – isn’t visually heavy.” Otten also backlit the glass for a unique and exciting ambiance, especially while entertaining.

The glass top’s curve matches the rounded island that, in turn, matches the tray ceiling detail above. “It brings the architecture into the kitchen design. It also plays off the ‘bubble glass’ backsplash behind the range, which is the same material, bringing the color throughout the design.”

COUNTERTOPS’ ROLE IN A KITCHEN: The main use of a countertop in a kitchen is for prepping food, but counters are also used for dining, such as an island overhang or for setting out food or beverages for easy access such as a bar area, Otten says. “I like to specify the main counters in a very durable material, and if the design calls for it, add in other materials in special areas.”

TRENDING COUNTERTOP MATERIALS: “I use quartz and marble on a regular basis, but it really depends on the design and whether it is traditional or contemporary.”

MOST UNUSUAL COUNTERTOP MATERIAL USED: Otten finds countertop products offered by Antolini to be beautiful and unusual, offering natural stone materials that include marble, granite, limestone, onyx, travertine, shell stones, precious stones and even gemstones.

Portfolio of Countertops



Photo: JLF & Associates

DESIGNER: John Lauman, project architect, JLF & Associates, Bozeman, MT

MATERIALS USED: copper (island); Corian (perimeter)

DESIRED LOOK: These homeowners wanted a kitchen design with elements that offered a timelessness, developed with the use of deep, rich colors. "The design is the clients' interpretation of the West and Yellowstone."

ACHIEVING THE LOOK: The copper was left unsealed so it can patina as the years pass by. "She wanted a living finish...something that wouldn't necessarily be shiny over time. She's okay with seeing rings from drinks and lemon stains from mixing cocktails. It's okay with her if the copper changes."

MOST CREATIVE ASPECT: "The living finish tells the history of the kitchen...everything from those drink rings to imprints of the kids' homework. It takes a bit of faith from a client when you tell them the countertop will change."

COUNTERTOPS' ROLE IN A KITCHEN: Countertops can be an anchor for the space, especially when an island top is contrasted against the perimeter countertops. "Like this copper-topped island, many of our designs feature islands where their material is different than the rest of the countertops. It makes the island the centerpiece, the anchor of the kitchen, which is where people often

gather. Everyone plans for the formal dining room, but everyone ends up living in the kitchen!"

TRENDING COUNTERTOP MATERIALS: Lauman sees a big push for quartzite from his clients. Concrete is also becoming more popular. "You can make it any color or shape. You are in control, and you can lay almost anything into it, from glass and shells to gears and coins. Concrete countertops can be very personalized."

Metals such as steel and pewter are also gaining ground. "Steel gives a sense of weight to the space. And, like the copper, it can have a living finish. Countertops, though, run the gamut. I think the sky's the limit as far as materials I've seen and used in the past 18 years. I am excited for the next big trend because countertops can add such a fun element to the space."

MOST UNUSUAL COUNTERTOP MATERIAL USED: Lauman's most creative and unique countertop was crafted from a massive piece of antique mesquite wood. "It was hand-picked in San Antonio, then shipped to a fishing cabin here in Montana. It's a really unique piece, with a tight grain and swirls. We were able to cut the slab in half and use the second piece for furniture. These clients wanted something that could be a showpiece, and something from a piece of wood that wouldn't be typical for a fishing cabin."

DESIGNER: Kate Distasio; Showcase Kitchen & Bath; Bloomfield, NJ

MATERIALS USED: glass thassos

DESIRED LOOK: The homeowner wanted a classic but modern look. "They love the clean look of white that never goes out of style, and they wanted that look throughout the space."

ACHIEVING THE LOOK: At the island, the homeowner wanted a countertop with a thick edge so Distasio built it up to 3" thick. "Using the glass thassos, even though it is white on white cabinetry, provides a dramatic yet simple design feature."

MOST CREATIVE ASPECT: The island top with the built-up edge is definitely the focal point of the kitchen, she explains. "Aside from the beauty of it, glass thassos is extremely durable. It is a man-made material that is non-porous and harder than any stone. However, due to its density, there are limitations to the types of edges and cut-outs that can be done."

COUNTERTOPS' ROLE IN A KITCHEN: "A kitchen countertop is the most utilized part of a kitchen and, aside from the cabinets, is the most prominent feature. You put everything on your countertop, so it should be something that is both durable and beautiful."

TRENDING MATERIALS: Granite and marble are still very popular with Distasio's clients, but more are choosing man-made quartz products such as Caesarstone and Cambria. "Quartz products are much more durable than stone. They are non-porous, so the problems of etching or staining that natural stone have are almost non-existent with quartz. Many of the quartz colors also look so much like stone, you can't tell that they are not natural stone. We also have a lot of clients going with wood now as well, especially at the island."

MOST UNUSUAL COUNTERTOP MATERIAL USED: "It isn't necessarily unusual, but concrete is probably the least common, however, it is the product with the most flexibility. Concrete countertop colors can be customized to any color, so for clients who want a color they can't find in any other countertop products, they can simply pick a Benjamin Moore paint color, for example, and the countertop will be made that color. Aside from limitless color options, you can also do more interesting and creative shapes with concrete, as well as various textures and insets."



Photo: Mike Smith

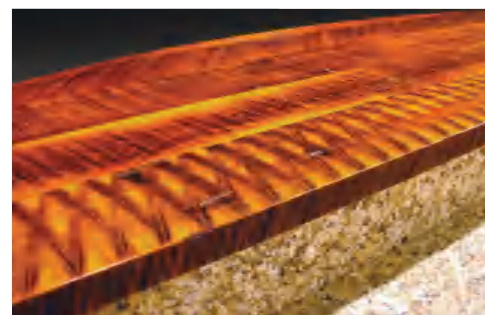




Photo: Kate Distasio

DESIGNER: Mike Smith, CKD, Artistic Kitchens, Louisville, KY

MATERIALS USED: antique, reclaimed barn wood (perimeter); New Venetian Gold granite (island)

DESIRED LOOK: These clients were looking for a farmhouse-style kitchen that felt like it had always been there, but had been well maintained through the years.

ACHIEVING THE LOOK: The reclaimed beech holds a bit of nostalgia for the homeowners since it came from her family's farm in Lexington, KY. Boards were milled and large holes were filled with sawdust and super glue – "to make them look more natural." To remove some of the extremes in the grain variation, Smith lightly stained the boards, then treated them with Waterlox to provide a protective finish

and showcase the wood's character. In addition to the kitchen countertops, the reclaimed barn wood was also used on a step-up bar in another part of the home.

For the island, Smith contrasted the antique wood with New Venetian Gold granite, which offers a consistent pattern with gentle color tones and amber, white and black flecks. "The granite also makes for a great countertop solution for the sink area." A river wash finish gives it a matte appearance while retaining the stone's clarity, Smith explains.

MOST CREATIVE ASPECT: To complement the antique wood countertop, the designer used barn wood on the island base, encasing it on three sides with exterior boards that show-

case the structure's original peeling red paint.

COUNTERTOPS' ROLE IN A KITCHEN: "When I design a kitchen, I break it down into materials and elements, such as wood, stone, metal, etc. Countertops are a big piece of the puzzle, and they are a big piece of a particular type of material in a kitchen. A lot of times, the type of design dictates the type of material. Right now I am doing a lot of transitional and modern kitchens where I am using more man-made materials such as quartz. It offers a quiet palette and it lends a modern flair to a kitchen. A lot of times, very traditional kitchens will ask for a traditional stone, such as marble or soapstone...something that is natural and timeless. Every countertop material has its place and genre, and you can mix genres as well, such as using an antique wood top on the

island of a modern kitchen for a contrast of old with new."

TRENDING MATERIALS: Granite and marble still reign supreme in Smith's area, but quartz is becoming more prevalent. Wood, including antique wood, and stainless steel are also more frequently requested.

MOST UNUSUAL COUNTERTOP MATERIAL USED: "The most unusual material I've used is probably the antique wood, which is among some of the newer flavors we've dabbled in. We're also doing a lot of interesting things with stone, such as double stacking it where we take a standard 3cm stone and stack it on top of another 3cm stone. It gives the illusion of the countertop being 6cm thick. This technique is especially striking with something like white Calcutta marble. Double stacking gives it a chunky look that gives the countertop prominence in the kitchen." 

By Elizabeth Richards

Vanity Flair

Today's bath vanities showcase plenty of personalized flair, with clean lines, contrasting materials and textures, and a mix of open and closed storage.



WETSTYLE's newest brand, W2, includes an all-wood furniture collection with a slim profile integrated washbasin. Designed to make a statement in smaller bathroom spaces, the transitional-style vanities are available in sizes ranging from 24" to 60", in one- and two-drawer configurations with one or two sink bowls. The vanity is available in oak with a plank effect – mix of rift, flat and quarter cuts – with Mocha or Charcoal finish. Circle No. 151 on Product Card



The Vanita vanities are ready-made customizable vanity collections from **Aquabraxs**. Four bathroom furniture collections include: Kolori, Bosko, Box Uno and Alto. All variations have an array of sizes, materials, colors and combinations. Shown is Kolori. Circle No. 152 on Product Card

Vanities are used to accomplish many goals, from expressing personal style to offering the perfect storage solution for all of the bath necessities. Whether in the master bath or another bath space, some elements are rising to the top, including a balance of open and closed storage options, use of contrasting materials, colors and texture, and a move toward clean lines and a more open feel in the bath. So say manufacturers recently surveyed by *Kitchen & Bath Design News*.

"Open-concept footprints are translating to the master bath," says Stephanie Pierce, sr. design studio manager for Jasper, IN-based MasterBrand Cabinets, which includes the Omega Cabinetry brand. "With lines blurring between vanity, dressing and closet areas, the bath is taking on a more open-concept feel with fewer tubs, larger walk-in showers and a more accessible footprint."

The need to maximize the space available impacts trends as well. Javier Korneluk, U.S. managing director for Laufen North America in Miami, FL says, "Bathroom space is always at a premium, so materials are being pushed to the limits to provide added functionality while looking beautiful." He says that detailing, such as built-in organizers, soft-close doors and plumbing cutouts that add to storage capacity without

detracting from the look are standard on luxury lines like Laufen.

Though trends often center around a style or look, storage space is essential to homeowners when purchasing a vanity in both master and secondary baths, according to Mark Wolinsky, president of Montreal, CA-based WETSTYLE. "Consumers crave a simple yet luxurious product, with practical and functional storage," he says.



In this bath designed by Heather Hickok, the Craftsman style vanity was created using Cornerstone framed cabinetry from **Canyon Creek Cabinet Co.** The maple Shaker door style is finished in Sable stain. Circle No. 153 on Product Card

CLEAN DESIGN WITH CHARACTER

Design trends often run parallel between the kitchen and the bath, though the bathroom can be a place for more creativity and personalization, manufacturers say.

"Kitchen and bath trends usually go hand in hand – both for style and finishes," says Erica Roberts, product designer at Ronbow, based in Fremont, CA. She adds that consumers like to customize in the bath, making wall-hung vanities with clean lines that can be configured in a number of ways a popular choice. Another top choice is floor-standing vanities with matching components like side cabinets or shelving, she says.

Pierce notes that, because a bathroom project is often smaller and less impactful on budgets, it's the space where people feel safe expressing more of their individual personality. "We see more variety in bath style selections ranging from re-purposed, furniture-looking vanities to wall-hung contemporary pieces. There is a distinct shift toward cleaner lines and subdued color choices," she says. "Cabinetry is such a huge contributor to the bath identity, and choices in style and color allow the homeowner to set the stage [to be] as classic or as daring as they like," she adds.

The clean lines popular in kitchens carry over to the bathroom, with styles moving away from the traditional toward a more transitional or modern feel. When traditional styling is used, it is becoming more rustic rather than a formal traditional look, says Nathaniel Mucha, v.p. of sales/bath for Fairmont Designs in Buena Park, CA.

Korneluk agrees that contemporary design is growing, particularly in the bathroom, where clean lines make the limited space appear more open and fresh. At Laufen, they also see transitional



Dura Supreme offers a range of new, furniture-style vanities for the bath. The vanity shown is bookended on both sides and across the top, with a set of doors and/or drawers suspended. Circle No. 155 on Product Card



Wellborn Cabinet's Brush Finish is now available for its Estate and Elegant Bath Collections.

The finish is created with a hand-brushed technique applied to a contrasting opaque base color, providing a depth to the finish. Glazing is inconsistent, which creates uniqueness to each piece the finish is applied to. It is available in a light tan color – fawn – on maple in five colors: glacier, divinity, crème, vanilla and pebble. Circle No. 154 on Product Card

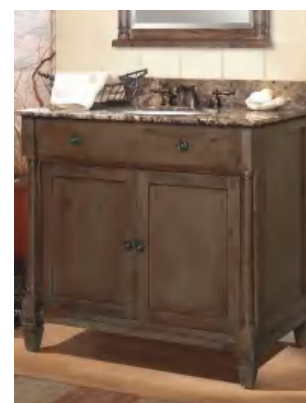
The Ascetic Vanity is part of the JSG Oceana Bathroom Vanity Collection from **JSG Oceana**. Available in black or white, the vanity features sleek, clean lines and a high-gloss finish. The Ascetic Vanity is available as a single standing vanity or wall-mount with the option of installing a vessel or undermount lavatory. Circle No. 156 on Product Card



Magnifica, designed by Gianni Pareschi for **Scavolini**, is a line of bath furniture with distinctive lines and details. The doors and interiors of all of the cabinets, which are available in glossy or matte lacquer, are available in 30 finishes, including Gold Leaf and Silver Leaf. Handles are offered in 16 different solutions in metal. Frames that fit under the top and under the base unit include gold and silver finish profiles. The Prestige white lacquered cabinet, shown, with curved chrome-finish handles, is fitted with two oval Flow sit-on washbasins resting on an Ipanema White granite top. Circle No. 157 on Product Card



Hardware Resources has debuted the Jeffrey Alexander Cade Contempo Vanity. The 100 and 101 Cade Contempo Vanity Series has solid wood construction and dovetail drawer boxes offering clean lines, large cabinet storage with adjustable shelves and soft-close hinges and slides. Available in grey or black finishes with white Carrera marble top in three sizes, Cade affords interchangeable door panels with a frosted glass option. Circle No. 158 on Product Card



styling with warm woods mixed with white ceramics. "In the past, modern meant a sterile white bathroom – but not today," says Korneluk.

Naomi Neilson Howard, founder & CEO at Native Trails in San Luis Obispo, CA believes clean lines that combine an element from nature or texture are in high demand in vanities, vanity tops and sinks alike. "We see a big demand for the modern rustic look, which combines clean lines with texture or visual interest," she says, citing the company's Cuzco Collection as an example of pairing clean lines with earthy, natural materials.

However, the move toward clean lines doesn't mean that vanities must have hard edges, notes Bob Gifford, director of bath products for Hastings Tile & Bath in Ronkonkoma, NY.

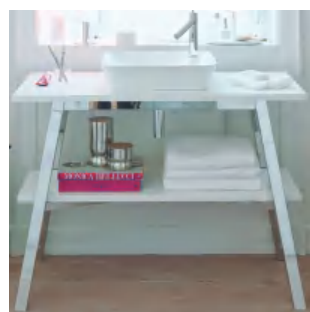
CONTRASTING FINISHES

With the trend toward personalization of the bath space, a vast range of finishes is available in the market, and contrast is on the rise.

Stephanie Lowe, decorative products manager for Bossier City, LA-based Hardware Resources, says, "Grey and white are very popular finishes."

Roberts notes that the trend toward contemporary design includes furniture pieces with contrasting finishes. "Gray tones remain popular, especially when paired with a complementary wood finish like walnut or oak," she says. She adds that lighter neutral tones are on the rise in the kitchen, and slowly making their way to the bath. "Wood tones and veneers with a raised and more defined texture are new and exciting, as consumers like to have that tactile feel," she says.

Mucha agrees that styles are continuing to move from a traditional look to more transitional and modern. "We are also seeing a trend toward unique looks and mixing materials such as metals and woods," he adds.



Duravit pairs with collaborator Philippe Starck for a collection inspired by the relaxed elegance of New England, entitled Cape Cod. One of four wood finish options make up the counter, which sits on a chrome frame. Three different washbasins are available – round, square and tri-oval – with slim rims made from the company's Dura-Ceram. The vanity is also available in white high gloss with the option of doors and side shelves. Circle No. 161 on Product Card



The Onda Collection, available from **Hastings Tile & Bath**, includes sleek, curvaceous vanities with basins, cabinets and mirrors. The vanities are available in 36 matte or gloss colors or a natural oak finish, and finishes can be mixed within the same vanity. The curves can also follow an asymmetrical style or the same line. Optional LED lighting is available for the interior drawers and the collection includes vertical wall-hung cabinets and coordinating mirrors. Circle No. 162 on Product Card

Heather Hickok, designer at Canyon Creek Cabinet Co. in Monroe, WA, says she sees a demand for painted cabinets that are mixed with reclaimed materials, such as pallet wood or barn wood, as well as floor-to-ceiling tiles.

At Native Trails, Neilson Howard points to a focus on transitional products and the mixing and matching of non-traditional pieces. "Rustic and modern elements are being combined for a warm yet progressive look," she says.

Rob Mayer, president of Decolav in Boca Raton, FL says that dark wood tones are most popular for vanities, but also sees growth in demand for lighter wood tones with unique veining, due to the added texture and visual stimulation.

Color is also important in the space, says Korneluk. For example, changing a color from orange to gold in the firm's Kartell by Laufen collection completely changes the mood of the space from playful to sophisticated, he notes.

Wolinsky says that design in the bath tends to be more conservative in color selection than in the kitchen. "While one sees many color palettes in kitchen cabinets, the preferred color for bath fixtures such as tubs and sinks remains white."

Gifford has a different perspective on color, having seen a return of color to bathrooms in a big way. "We think homeowners and even commercial bathroom designers want fresh, interesting and bold colors and designs. It's exciting to see the evolution of the vanity," he says. Hastings made a business decision to bring color back to the bathroom, he states, initiating a 'Color is Everywhere' logo and campaign, and offering more than 50 color/finish options.

ON DISPLAY OR HIDE AWAY?

Storage space is an essential function of many bathroom vanities, and there is a need

The Plantation collection of bath vanities from **Omega Cabinetry** features 12 different options and an array of bathroom embellishments – feet, valances and plinth bases – that are architectural in design. This vanity features the Loring door style in quartersawn oak, finished in Porch Swing with a Brushed Sepia glaze. Circle No. 163 on Product Card



The AiO cabinet from **Robern** is available in single- and double-door configurations in three widths. AiO sports a clean, contemporary design, and includes dimmable task lighting, electrical and USB outlets and magnetic storage for metal grooming tools. Circle No. 164 on Product Card

The Neeson bath vanity collection from **Sagehill Designs** draws its inspiration from antique furnishings and has been updated with a rich Umber finish. The dark-toned finish is hand detailed and textured for a rich patina. The design features a matching portrait mirror and both items showcase architectural details such as column pilasters and tapered furniture-style feet. Circle No. 159 on Product Card



Ronbow Corp. has teamed with designer Matteo Thun to create the Classic Collection, with vanities that combine urban and contemporary classic style. The core element is the alcove hosting the mirror, with all storage space framing it, which results in a space that is compact but comfortable. Finished in American Walnut, the vanities are available in four sizes: 27", 39", 51" & 78". Circle No. 160 on Product Card



Floating vanities from **Showplace Wood Products** are specially engineered and reinforced to attach firmly to the wall. The company offers a comprehensive selection of floating vanity cabinet configurations for any size and style bath. Circle No. 165 on Product Card

Product Trend Report



JSI's Trenton open-shelf vanity features an inset design in a soft ivory color. Other features include 3/4" dovetail drawer boxes with full-extension, side-mount glides. Circle No. 166 on Product Card



Chameleon Concepts' vanities are available in three sizes, 24", 30" and 36" and six colors: black lacquer, white lacquer, pink lacquer, nutshell, weathered ash and grey cedar. The front frame of the vanity drawer can house a wide range of inserts such as marble, tufted vinyl, mosaic, mirror, etc. The vanities can be customized through a choice of colors, inserts and box configurations. Circle No. 167 on Product Card



The artisan crafted Cuzco Vanity in Carrara from **Native Trails** pairs Carrara marble insets with a frame of steel that is powder coated with a matte black finish. Available in six sizes, the vanity is also offered with insets in Brushed Nickel and Antique Copper. Circle No. 168 on Product Card

Laufen mixes wood and ceramic materials in its ILBAGNOALESSI One Collection. New vanities with Noce Canaletto real wood veneer, or white high-gloss lacquer, pair with a white fireclay washbasin to offer a modern, asymmetrical look. The vanity features two drawers with Blum soft-close and integrated handles. Circle No. 169 on Product Card



for balanced options, both open and closed, manufacturers say.

Neilson Howard says that personal preference and style trends guide the choice between open and closed storage. "Open storage is very popular, but people generally want to have some sort of

concealed storage, especially for master bath spaces," she notes, adding that, this year, Native Trails added a linen tower to the Cuzco Collection to allow for an open style with some closed storage. Larger vanities, up to 72", that include both drawers and open storage, were also added for those larger bathroom spaces.

"Like cup holders in cars, consumers need places to put their towels and toothpaste. Open storage gives the ability to highlight certain items such as decorative towels, while closed storage allows one to 'hide' the items they do not want to show off, and can give a cleaner look with less effort," says Mucha.

Lowe says, "The open storage provides more of a spa or hotel feel, which people like to emulate, while others do not like to see 'clutter,' so they'd prefer closed storage." Either way, she adds, "Clean and simple designs cannot be accomplished without ample storage capabilities."

Space is at a premium in the bath, whether a single shared primary bath or a sprawling master suite, says Pierce. "A healthy mixture of very accessible open cabinetry and closed storage is important. Open cabinets are not used as much as display or focal areas in

this space as they are for easy access to everyday items like towels and toiletries. Making the most of your storage can be accomplished by organization in drawers, roll-trays and integrated hampers to help minimize clutter and get as much floor space as possible to keep an open feel throughout," she says.

Hickok believes that the choice is dependent upon the end-user, but adds that trends are leaning toward strategically placed open storage. Open spaces, such as floating vanities, floating shelves and open storage spaces, are becoming popular design elements, she adds.

Roberts agrees: "A lot of consumers like to show off their bathroom products and towels, so vanities have more open storage and consumers are adding matching shelves, and side or mirror cabinets with open storage."

Mayer says that storage preferences depend on vanity size, how neat the homeowners are and the home design overall, with most preferring closed storage, although he predicts open storage will become more popular in the next few years.

Some manufacturers see a much larger preference toward closed vanity options. "Closed storage still rules the day, probably because people don't want their bathroom items out in the open," says Gifford. "And, when working with designers, the rule still seems to be that you can't ever have enough storage!"

"Homeowners want their bathroom to exude calmness and serenity and, as such, folks want their accessories, lotions and cosmetics easily accessible but hidden. Closed storage makes the bathroom look de-cluttered and helps reflect the relaxing and serene environment homeowners seek in their bathroom space," agrees Wolinsky.

Finding the right balance is important, says Korneluk. "The trick is to provide both open and closed storage in a symmetry



Ryvyr has expanded its Colorado bath furniture collection to include a new transitional-style design. The original, open-console design is now available as a two-door cabinet with roomy interior storage and a single shelf beneath. Constructed of solid birch, both vanities are available in a new 24" width in addition to the original 30" width. Circle No. 170 on Product Card



Custom cabinetry storage trends have expanded to include stylish furniture designs created for the bath, such as the one shown from **Mouser Custom Cabinetry**. Many of today's bath cabinets feature convenience options and embellishments traditionally found in kitchen cabinetry. Circle No. 171 on Product Card

This Harmony Vintage Maple master bath by **Kountry Wood Products** is a stock cabinet with numerous accessories that give it a custom look. Features include his and hers space, matching mirrors, matching interior cabinetry, utility cabinets with drawers, arch valances, butt doors and crown molding. Circle No. 172 on Product Card



This master bath design by Jackie Balint incorporates lots of storage in its U-shape design. Featuring **Crystal Cabinet Works'** Woodbury door in Nutmeg on rustic cherry, with distressing and gouging, the room combines Old World and rustic touches. Custom product lines from Crystal Cabinets have the capability to produce styles from Contemporary, Old World, French, English and American Classics, notes the firm. Circle No. 173 on Product Card



This custom piece from **Plain & Fancy Custom Cabinetry** showcases taller cabinets with glass doors and shelving, and full-extension pull-out drawers. These cabinets have a custom glaze finish and Tapestry doors for a traditional aesthetic. The under-sink storage doors enhance this style with distinctive rounded faces. Circle No. 174 on Product Card



Strasser Woodenworks has introduced LED lighting on its medicine cabinets. Designed exclusively for Strasser, the sleek and contemporary units feature LEDs, which offer a 60,000-hour life span and low energy use. Circle No. 175 on Product Card

This Jazz vanity unit from **Devon & Devon** features push-open doors and drawers in black and white lacquered wood work with a marquina black marble top and chrome detail work. Jazz is available in double- or single-door versions with drawers, or a single-door-only unit, and in numerous combinations of marble and wood. Circle No. 176 on Product Card



Habersham offers Vanity Expressions, a program that invites designers to select from a number of Habersham sideboard and chest designs that are now offered as customizable vanity designs. Among the offering is the Infinity Vanity, a piece with a transitional design that features the infinity circle pattern interlocking on the doors, with a repeat pierced circle pattern on the bottom apron. Circle No. 177 on Product Card



that makes the space appear open and contemporary without displaying messy or cluttered items," he says. "The bathroom has evolved from utility to spa – from toiletry to wellness. And the furniture has evolved along with it. But, like the kitchen, it's a blend of storage – hiding and revealing."

SPACIOUS MASTER

A master bath is typically much larger than other bath spaces and not necessarily designed to be seen by guests. It's a private space, customized to accommodate specific needs and personal taste. According to Hickok, the master bath has become more of a multi-purpose space, incorporating areas dedicated to dressing, a coffee bar, wet bar or mini kitchen, as well as Universal Design features, whether customized to meet the homeowner's current needs or planning for the future.

Master bathrooms are more design-focused and offer more space, more storage and higher-end finishing, says Mayer.

Most consumers prefer a "his & her" style vanity system in the master bath, even if they are still single, says Roberts. "The master bathroom is usually more specific to the consumer's personal taste," she adds.

"Given the space, the use of two sinks is higher in a master bathroom," points out Korneluk. "The mindset of a master bath is also different. It's not a public space – so it's personal. Creature comfort, spa accessories are on the rise."

The master bath is an extension of the master bedroom, according to Pierce, and more attention to function and luxury are given to vanities in this room. "Style and personal preferences spill over into this area, where homeowners tend to start and finish their day," she says.


SECONDARY SPACES

Although other bathrooms may not be as luxurious as the master bath, there is still a demand for stylish vanities with functional storage in these spaces. These baths serve different purposes, but trends aren't hugely different, manufacturers say. But, while appearance is still important, cost can be a greater factor.

Mucha says the master bath and main powder room get the most attention when choosing the perfect look without as much attention to cost. With the secondary baths, he says, the financial investment may become a bigger factor than the unique look.

But some manufacturers say that, even with cost considerations, trends are still consistent. "I find that the secondary bathrooms have the same treatments applied to them, but designers may opt to go with a lower-level cabinetry or hardware/fixtures," remarks Hickok. "However, they still want the high-end look."

"We are seeing consumers willing to spend more on the master, but still seeking the same attention to detail and luxurious style in the secondary bath," agrees Wolinsky. "The powder room has become a place to showcase style and taste with less emphasis on storage and more on economies of space." He adds that people are less intimidated by the small space of a secondary bath, and are finding creative ways to dress it up. "WETSTYLE's W2 brand was made with this consumer in mind – the savvy, chic homeowner who wants to make the most of their small space without compromising style."

These secondary baths make an impression on guests that represents the homeowners' hospitality, and sometimes their playful side, says Pierce. "Layouts in these areas are typically minimal function, maximum efficiency and a bit of expression. Style doesn't have to be an afterthought, and personality can make a big play in these smaller spaces." 

Kohler has launched the Tailored Vanity collection, which includes five vanity design styles with customizable options including drawer/door configurations, hardware, organizational accessories, color, finish, as well as countertops and sinks. Homeowners can choose the exterior, interior, organizational accessories and top for customized look and function. Circle No. 178 on Product Card



The Charlottesville vanity from **Fairmont Designs** features simple lines and distinctive base moldings for a transitional style. Cabinets are available in Light Gray or Vintage Black, with drawer fronts veneered in straight grained white oak. Decorative nickel finished hardware and nickel finished metal strips are featured on the lower edge of the drawers. The vanity is available in 24", 36" and 42" sizes. Circle No. 179 on Product Card



Decolav's Matt Muenster Collection of bath vanities and lavs was created in collaboration with Interior Designer and Licensed Contractor Matt Muenster. The collection incorporates Muenster's knowledge of unique materials, and provides versatile functionality. Shown is Rylan Falls. Circle No. 180 on Product Card



The Verso Tall 470 vanity collection, part of the modernistic NUVO Bath Furniture Collection from **The Furniture Guild**, features a clean contemporary profile and a wall-mounted design. Verso Tall is offered in six configurations, with standard lengths ranging from 24" to 96". It is crafted from solid walnut and available in 50 finishes. Circle No. 182 on Product Card

The Musichaus medicine cabinets by **Whitehaus Collection** combine storage and technology for the bathroom. Equipped with USB, SD card and Bluetooth, an FM radio, two built-in speakers, an electrical outlet, defogger and a blue lit LED power button with a dimmer, the cabinets provide multiple functionality for the user. Circle No. 181 on Product Card



Victoria + Albert has launched its first-ever collection of bathroom furniture, with integrated vanity units, countertop vanity units and a range of coordinating mirrors. The vanities were designed by Italian design studio Meneghello Paoletti Associati, combining the company's Englishcast material with beech timber frames. The Lario 100 features a basin with a matching ribbed skirt, with a minimalist middle vanity drawer. Circle No. 183 on Product Card



The distinctive Smile vanity from **Ambella Home** features Mahogany solids and veneers finished in medium walnut, with drawer fronts in faux Shagreen leather with an antique ivory finish. Uniquely designed pulls are made of solid brass with a polished nickel finish. Two wide oversized drawers are located beneath one faux drawer. The vanity is shown with a white color undermount porcelain sink with Nesto Grey polished marble top. Circle No. 184 on Product Card

Fanciful Flooring

Today's tile trends for flooring are all about authentic looks – looks not resembling tile, per se, but rather wood and stone. Whether rustic and weather-worn or classic and elegant, the desire for porcelain and ceramic tiles that mimic natural elements is the main driver in the surging market.

Through the use of advanced technology such as digital imaging, tile can take on the look of a different material altogether. Aged wood, sophisticated marble and time-worn stone are all looks that are in high demand in today's kitchens and baths, but often, the real thing cannot stand up to the rigors presented by everyday life. Instead, designers are relying on ceramics and porcelains that provide the delicate looks while wearing like iron.

Safety also continues to be a concern for flooring – especially in wet areas of the home – and the latest crop of products takes all of that into account. Non-slip, long-wearing products are a given in this category, and those attributes are now paired with the most authentic looks to date.

On these two pages, *Kitchen & Bath Design News* looks at some of the latest tile flooring offerings on the market.

1. Armstrong Floor Products adds to its Alterna engineered stone flooring collection with five new designs: Whispered Essence and Regency Essence provide a concrete-infused collection that pairs gray tones with iridescent motifs; Enchanted Forest is a structured concrete look infused with a wood grain; Rossini Marble has veining found in marble underscored with warm beige; Urban Gallery mimics the linear texture of an organic fabric, and Artisan Forge provides the rustic look of weathered metal. Circle No. 212 on Product Card

2. From TheSize Surfaces, Neolith expands its Fusion product line with five patterns, including two granite-inspired shades. Using Neolith's Digital Design decoration injection technology to imprint rock-like features, the product line blends together natural elements with features innate to sintered compact surfaces, allowing it to be used for countertops, flooring, wall cladding and more. Available in 6- and 12-mm thicknesses and a 3200- by 1500-mm size format, the compact surface can be cut-to-measure. Circle No. 213 on Product Card

3. Daltile offers its River Marble to create a flowing visual impact, complete with veining and organic color palette to resemble marble. The porcelain tile is available in large-format tiles with a choice of matte or polished finishes. Five nature-inspired colors are offered in four plank and rectangular sizes that complement classic and contemporary styles. Circle No. 214 on Product Card

4. Made in Italy, the Industry Line from **Nemo Tile** comes in various shapes and sizes. Its Mosaico Rounds work for a shower floor, as its small surface area creates a slip-free ground that is durable and easy to clean, the company notes. Petrolio presents a change from the bright whites popular for bathrooms and is a glazed porcelain. Circle No. 215 on Product Card

5. American Olean Tile's Creekwood brings warm, natural tones and grain of wood to moisture-prone, high-traffic areas. The porcelain tile features linear graining, the look of small knots from Reveal Imaging and a pressed surface with wood-like undulations for even greater realism. Available in four colors, the tile has pressed edges that allow for minimal grout lines between the 6" by 36" planks. Circle No. 216 on Product Card

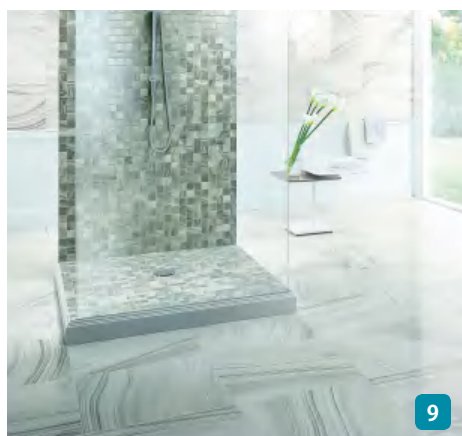
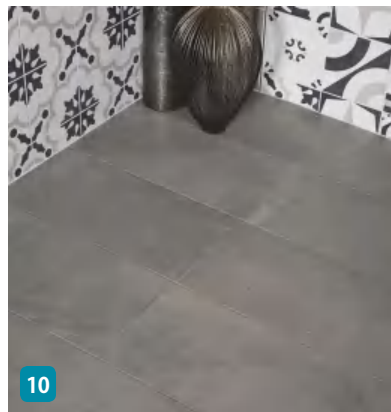
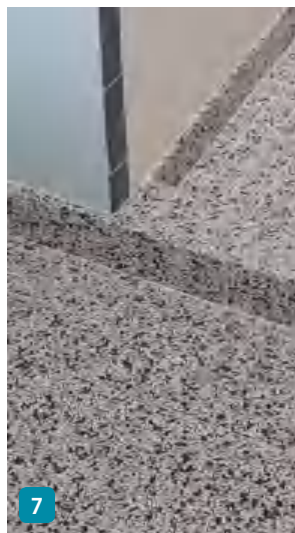


6. Designed to mimic the look and feel of crisp fabric surfaces, **Crossville's** Ready to Wear porcelain tile collection can be dressed up or down for any style. The line offers subtle texture in versatile colors and sizes and is an American-made product. Containing recycled content, the porcelain tile is Green Squared Certified. Circle No. 217 on Product Card

7. Offering a green alternative to poured Terrazzo, Eco-Terr flooring and countertops from **Coverings ETC** are made of recycled natural stone aggregates and come in both tile and slab formats. A non-porous finish prevents microbial growth and does not allow moisture to accumulate to help maintain a mold-free environment. With zero VOC materials, the flooring and countertops are available in a variety of contemporary colors and may help contribute towards LEED credits. Circle No. 218 on Product Card

8. Dekton by **Cosentino** brings its total offering to 23 colors with the introduction of eight new colors: Borea and Makai add on-trend wood looks; Keon evokes the color and texture of concrete; Kelya and Entzo expand the company's natural stone-inspired hues; and Ventus, Korus and Galema are solid hues designed to create statements in neutral palettes. The ultra-compact surface features UV resistance; high resistance to stains, abrasion and scratching; and low water absorption. Circle No. 219 on Product Card

9. Artistic Tile's Astra Porcelain Collection is inspired by the sinuous veining of agate and captures the natural beauty of semi-precious minerals. With light and dark bands flowing in natural waves across the surface, the porcelain avoids repetition for a natural appearance. The high-honed porcelain passed the DCOF AcuTest and may be used in wet or dry, indoor or outdoor spaces. Circle No. 220 on Product Card



10. Arizona Tile emulates a concrete appearance with its Find Series, providing a clean, modern look to spaces. The rectified color body porcelain requires minimal maintenance, according to the company.
Circle No. 221 on Product Card

11. Lunada Bay Tile has introduced its first-ever collaboration with Tommy Bahama, the island-inspired lifestyle brand, with an exclusive collection of Tommy Bahama-branded mosaic glass tiles. Tommy Bahama by Lunada Bay Tile will feature 10 unique color blends inspired by some of the world's most exotic locations, in six patterns: 1"x1" offset, 1"x2" brick, 1"x4" brick, 1/2"x4" brick, 1/2"x4" zig & zag and vineyard, which is made up of 1/2"x1/2" and 1"x2" tile sizes. Shown is Kangaroo Island.
Circle No. 222 on Product Card

12. The Rayas collection of high-definition porcelain tile from **Bellavita Tile** is produced using HD inkjet, with the result being a tile reminiscent of ancient Roman Travertine. Weathering and deliberate imperfections soften the sharp linear styling. Rayas is offered in modular 24"x24", 12"x12" and 8"x24" formats in full polish or matte in four soft colors: Clouds, Sands, Rains and Shadows.
Circle No. 223 on Product Card

13. Walker Zanger brings the look of vintage wood in a porcelain tile with the introduction of Nature. The plank-style porcelain tile collection is created using digital glazing to mimic the look and feel of grain-sawn wood. Nature is available in bold planks of 6" and 8" widths, each nearly 4' long, and is offered in White, Honey, Grey and Brown.
Circle No. 224 on Product Card

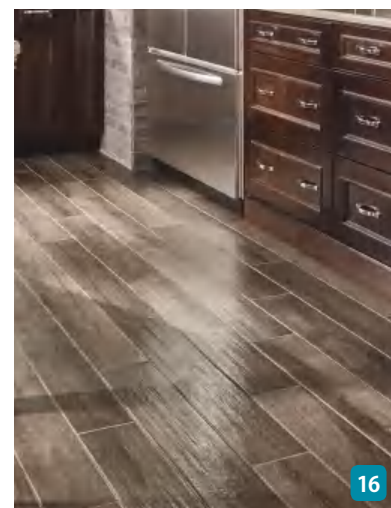


14. The geometric sequences in **Porcelanosa's** Barcelona Collection create floral designs, circular patterns and outlines of stars that can be used on floors and walls. Available in large-scale sizes – 23"x23" – to cover spaces easily, the tiles can be made from porcelain for flooring use or ceramic materials for use on walls.
Circle No. 225 on Product Card

15. Two new stone floor tiles – Siene and Visconte (shown) – have been introduced by **ANN SACKS**. Reminiscent of Old World French parquet flooring, the two tiles display the demarcations and well-worn beauty of centuries-old traveled stones. Hand-cut, Siene and Visconte are hand-worked and hand-finished to achieve the Old World, honed appeal of antique flooring. Visconte is crafted from white marble, with intense and varied gray-green veining. It is available in an 8"x46" picket field, a 7" triangle, and an 8"x27" trapezoid.
Circle No. 226 on Product Card

16. MS International fashions Palmetto from the latest in high-definition ink jet technology, providing an intricately natural wood look in porcelain. The series is inspired by the rich colors of genuine wood floors, and features two gray colors and three authentic colors.
Circle No. 227 on Product Card

17. The allure of aged French limestone inspires Summerville large-format porcelain tile by **Marazzi**. Created using the latest 3-D technology, the colors and veining emulate a weathered appearance while the softly worn surface and rustic chiseled edges combine to suggest natural wear from centuries of footsteps. Innumerable combinations can be created with ivory, beige and gray. The porcelain tile is offered in three large format sizes: 20"x20", 12"x24" and 18"x36", plus mosaics in 1"x4" herringbone and 2"x2" formats.
Circle No. 228 on Product Card



New Products



Industrial Double Console

The Industrial Console from **Stone Forest** was inspired by a cast-iron pattern-making table found in U.S. factories in the 1920s. Made of cast iron with a 2"-thick Luna Bianca marble countertop, the console supports a pair of vessel sinks and is shown here with Stone Forest's new Ore Vessels in white bronze. The console's crank allows users to lift and lower the console to the perfect height. Circle No. 200 on Product Card



Decorative Metals Laminate

Wilsonart has added 14 new additions to its Decorative Metals Collection, bringing the total to 33. Three new designs – Rough Cut, Bronze Age and Hot Tin Roof – showcase large-scale patterns, while Bronze Age and Hot Tin Roof also feature unique tonality from sheet to sheet. The material make up has also been reconfigured so the new collection is manufactured like a laminate, making the new Decorative Metals easier to fabricate, according to the company. Circle No. 201 on Product Card



Ascenta Dishwasher

The new Ascenta Dishwashers from **Bosch Home Appliances** are designed to minimize noise, operating at only 46 dBA, which is 4 dBA lower than previous Ascenta units. Innovative features include RackMatic, an adjustable top rack with multiple levels to accommodate tall glasses or large pots and pans, and additional flip tines that fold down to create space for difficult-to-wash items. A cycle called Speed60 transforms dishes from dirty to dry in about 60 minutes. Circle No. 203 on Product Card



Kitchen Sink Surfaces

SCHOCK North America's exclusive ProHygienic 21 non-porous finish provides antibacterial properties to its CRISTADUR and CRISTALITE+ sink collections. This patented surface creates a natural barrier that is hostile to bacteria, and is a holistic surface-structure alternative to chemical antimicrobials that makes it easy to clean and food safe, according to the company. Circle No. 204 on Product Card



Dekton Additions

Dekton by **Cosentino**, the ultra-compact surface for both interior and exterior applications, has introduced eight new colors. The new introductions run the gamut from wood-grains to industrial concrete to accented marbles and contemporary grays. Composed of glass, porcelain and quartz, Dekton offers high resistance to stains, abrasion and scratching, the company notes, and is available in large-format slabs. Circle No. 202 on Product Card



TERRA Bath Collection

Graff's TERRA collection for the bath features 25 items, including a classic lavatory faucet, floor-mounted tub filler, towel bars, hand showers and more. TERRA incorporates a combination of bold lines and minimalist shapes, with characteristics such as round edges and chrome plating. The pieces are manufactured using brass, and are available in polished chrome, brushed nickel, polished nickel and olive bronze finishes. Circle No. 205 on Product Card

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Vela LD Kitchen Faucet

The Vela LD series kitchen faucet by **MGS** features a spring neck for maximum flexibility and reach with a support arm to hold the spout in place. In addition, the hand-spray features a dual-spray option of shower or aerated stream. The collection is offered in onyx PVD, brushed and polished stainless steel.

Circle No. 207 on Product Card

Water Filtration System

Brondell's H2O+ Circle Reverse Osmosis water filtration system removes chlorine, bacteria, waterborne microorganisms, VOCs and heavy metals from drinking water. With its non-electric design, it's eco-friendly, and saves money by reducing power consumption and wastewater.

Circle No. 206 on Product Card



Slate Hardware Finish

In keeping with the growing interest in slate tones, **Atlas Homewares** is now offering a slate finish that translates as a gray-toned metallic with a light sheen and subtle grain. The new slate finish is available in the company's best-selling collections, including Ergo, Nobu, Sutton Place, Browning, IT and U-Turn. Options range from appliance pulls to knobs and handles of all sizes and shapes.

Circle No. 208 on Product Card



Celesta CELA Shower Enclosure

Basco Manufacturing has introduced several products that combine the demand for custom, heavy glass quality with adjustable, standard sizing, as featured with the new Celesta CELA-935 and Rolaire ROLA-935. The Celesta CELA-935 adjustable-width enclosure in the RODA series is a luxury door and panel design that requires minimal out-of-square or out-of-plumb alignment. The company's U-Channel system allows for up to 1" of adjustment. Additional features include highly engineered hinges, a "C-Pull" handle and 3/8" glass options.

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Product & Literature Showcase

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Advertiser Index

Company	Circle No.	Page No.
21st Century Kitchen and Bath	14	29
Bertazzoni	1	2
Brizo	10	19
Chief Architect	4	9
Choice Cabinet		50
Custom Inserts	101	49
Delta Faucet Company	2	4
Doug Mockett	8	15
Dura Supreme		50
EuroAmerica Distributors		50
Fabwood Cabinetry Corp.	18	35
Grabill Cabinet Co. Inc.		50
JSI Quality Cabinetry	12	25
Karran USA	19	37
Kitchen Trader		50
Kohler Plumbing	5	11
Mansfield Plumbing	17	31

Company	Circle No.	Page No.
McCarren Supply		50
Nantucket Sinks	21	48
Osborne Wood Products	15	29
Outwater Plastics Industries, Inc.	104	49
RealView	7	14
RICKI	22	51
SEN Design Group	16	30
Showplace Wood Products	9	17
Stanisci Design	103	49
Sub-Zero Inc.	100	49
Sunny Wood	20	48
Top Knobs	6	13
Toto USA	13	27
UltraCraft Cabinetry	23	52
White River Hardwoods	11	21
Whitehaus Collection	102	49
Wilsonart International	3	7

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